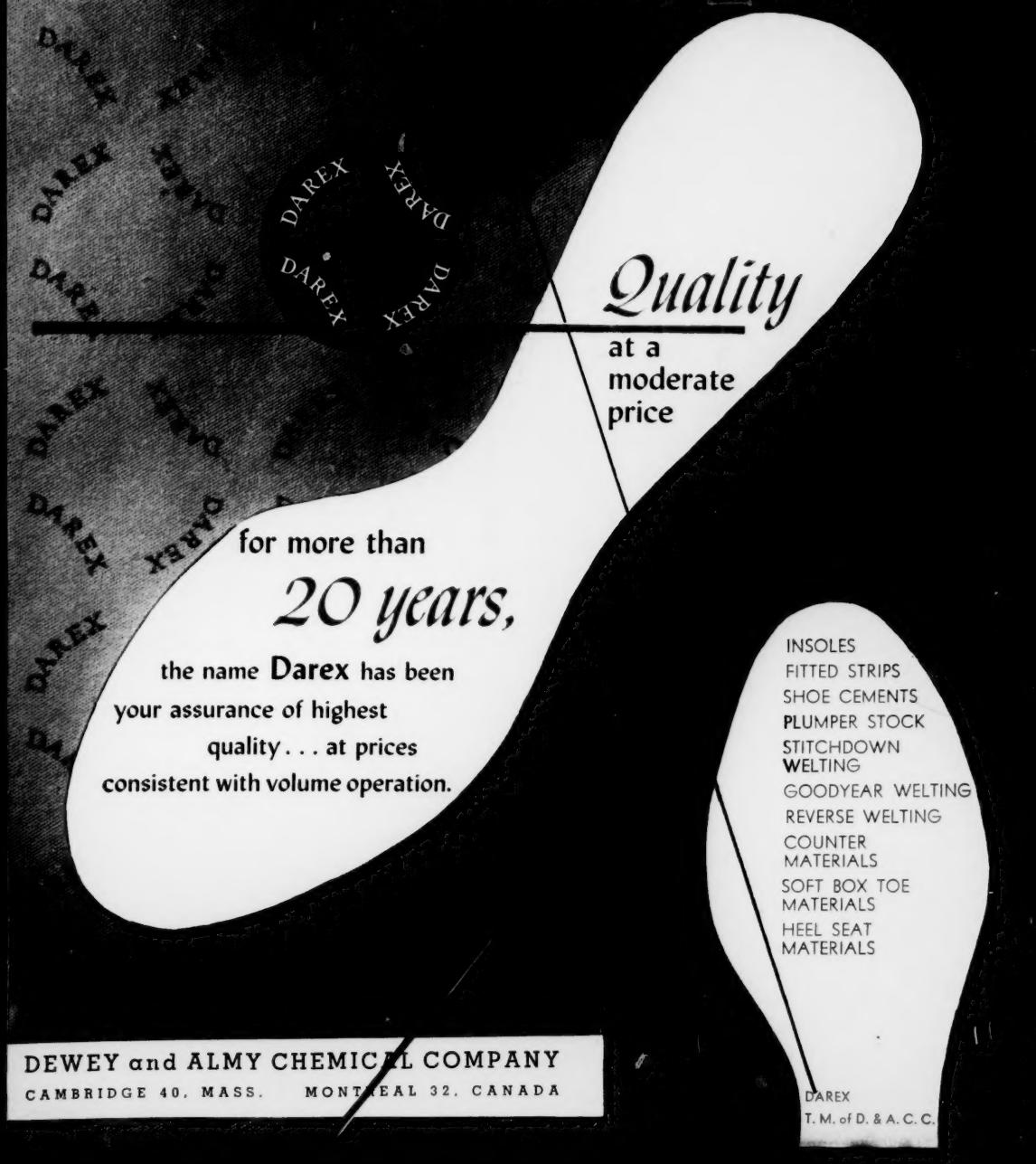


# LEATHER and SHOES

*The International Shoe and Leather Weekly*



*Quality*

at a  
moderate  
price

for more than

*20 years,*

the name **Darex** has been  
your assurance of highest  
quality . . . at prices  
consistent with volume operation.

INSOLES  
FITTED STRIPS  
SHOE CEMENTS  
PLUMPER STOCK  
STITCHDOWN  
WELTING  
GOODYEAR WELTING  
REVERSE WELTING  
COUNTER  
MATERIALS  
SOFT BOX TOE  
MATERIALS  
HEEL SEAT  
MATERIALS

DAREX  
T. M. of D. & A. C. C.

DEWEY and ALMY CHEMICAL COMPANY

CAMBRIDGE 40, MASS. MONTREAL 32, CANADA

**SOLE LEATHER**  
*At its Best*  
DISTRIBUTED BY  
**HOWES LEATHER COMPANY**

Inc.

★ 321 SUMMER STREET BOSTON, MASS.  
★ 4649 SHAW AVENUE ST. LOUIS, MO.  
★ 130 NORTH WELLS STREET, CHICAGO, ILL.



**There is NO SUBSTITUTE  
for SOLE LEATHER  
for foot comfort**

**CUT SOLES**  
**TANNERS CUT SOLE DIVISION**  
BOSTON ST. LOUIS CHICAGO

*Am-O-Krome*

**BELLIES — BENDS — SHOULDERS  
FULL GRAIN LINING BELLIES**

by

**AMERICAN OAK CHROME RETAN DIVISION**

(HOWES LEATHER COMPANY, INC.)

DALTON AVENUE and FLINT STREET  
CINCINNATI 14, OHIO



# LEATHER and SHOES

ESTABLISHED 1890

Vol. 121

January 6, 1951

No. 1

## IN THIS ISSUE

### THE NEWS

APPLIED SHOE ENGINEERING, By Gordon B. Carson ..... 6

### FEATURES

LEATHER TASK FORCE MEETS IN WASHINGTON

COUNCIL ESTIMATES 1950 SHOE OUTPUT UP 2.9%

INVITE 28 SHOEMEN TO JOIN ADVISORY GROUP

U. S. INVESTIGATES SHIPMENTS TO SOVIET

ASSOCIATION SEES OUTPUT UP 100 MILLION PAIRS IN '51

Copyright 1951

### THE STAFF

PUBLISHER  
Elmer J. Rumpf

EDITOR AND ASST PUBLISHER  
William A. Rossi

NEWS AND MARKET EDITOR  
Irving B. Roberts

EDITORIAL RESEARCH DIRECTOR  
James Malone

PRODUCTION MANAGER  
Paul C. Tedford

CIRCULATION MANAGER  
June Mason

LEATHER and SHOES, The International Shoe and Leather Weekly, published weekly. Copyright 1951 by The Rumpf Publishing Co., 300 W. Adams St., Chicago 6, Ill. Cable address: HIDELEATH. Subscription price: United States, \$5.00; Canada, \$6.00; Foreign, \$7.00. Single copies, 15¢; back copies, 30¢. Entered as second class matter Jan. 19, 1948, at Chicago, Ill., under Act of March 3, 1879. Additional entry at Boston. NOTICE TO SUBSCRIBERS: If you change your address, please notify us immediately. If you fail to do so, the Post Office will forward only two issues to a new location together with form 22-5, which should be sent us promptly. After that copies will be returned undelivered.

### HEADQUARTERS

THE RUMPF PUBLISHING CO.  
300 W. ADAMS ST., CHICAGO 6, ILL.  
PHONE—CENTRAL 6-9353

EDITORIAL OFFICE  
10 HIGH ST., BOSTON 10, MASS.  
PHONE—LIBERTY 2-4652

### OFFICERS

President: Elmer J. Rumpf; Vice Presidents: C. E. Belding, F. G. Moynahan, W. A. Rossi; Secretary, L. C. Bedford.

### BRANCH OFFICES

BOSTON 10, MASS.—Frederick G. Moynahan, George G. Dunning, 10 High St., Liberty 2-4652 • NEW YORK 7, N. Y.—Cardwell E. Belding, 20 Vesey St., Barclay 7-8783 • PHILADELPHIA 40, PA.—Cardwell E. Belding, 6008 Jefferson St., Greenwood 7-6785 • CINCINNATI 2, OHIO—Robert O. Bardon, 529 Sycamore St., Main 6662 • ST. LOUIS 7, MO.—William Creahan, 3028a N. 21st St., Central 3494 • GREAT BRITAIN, AND EUROPE—J. B. Traatsart Ltd., 5 London St., London, W. 2, Paddington 5946 • SWEDEN & NORWAY—Nils Haraldson, Drottninggatan, 2, Orebro, Sweden, Orebro 13027.

MEMBER: Audit Bureau of Circulations



LETTERS TO  
L&S

### LETTERS TO L&S

This column invites the opinions of all L&S readers.

### Tip Off The Hat

As you stated in your Annual Number, "This is a hell of a time to run a business forecast!" But I'll tip my hat to your courage. And I'll say more: Your "Forecast For '51" issue has at least given us a sense of direction by integrating the opinions of all branches of the industry. If at least we know how the industry thinks and feels at this time, it gives us some idea as to its plans and later actions.

Harry Majek

Portsmouth, Ohio

### Sheepskins

We prepare Spanish raw sheep and lamb skins in pickle. We are now looking to expand our activities abroad and would be very pleased to establish permanent business connections with American firms in this branch of the industry.

Eduardo Ferran Esteve, S.A.  
Paseo del Rector Esperabe, 14  
Salamanca, Spain

### X-Ray

I want to take deserved time out to congratulate you on your "News X-Ray" page. It is the first thing I turn to in the issue. As a job of analysis, advance information and accurate reporting, it deserves a special commendation. With the industry and the Washington whirlpool due to churn hectically in 1951, your X-Ray page is certain to be more valuable than ever. Keep up the fine job.

Miles Wetherson  
Bangor, Maine

### Task Force

It's ironical. The tanning industry sets up a task force for obtaining supplies, fair allocations and efficient production for mobilization—but no program to combat Commie and enemy sabotage of plants and production. You can't insure in-flow without also insuring out-flow. We'd better get busy.

Nelson Virgenn  
Los Angeles

# WHAT'S DELAYING SHOE RESEARCH

*An industry-sponsored research organization is urgently needed*

AT the recent Factory Management Conference, Gordon B. Carson, Manager of Engineering at the Selby Shoe Company, stated before 400 shoe industry management executives that an industry-sponsored research organization should be set up. Said Carson:

"A proper, practical and sane research program for the shoe industry, sponsored through our National Shoe Manufacturers Association, will make us masters of our own destiny. . . . Success in a modern, industrial age depends upon foresight, knowledge of the future, and ingenuity. . . . Through research we can insure the future of our industry and look forward to better, more stable working conditions and a more adequate profit picture."

Today, the only large-scale research program conducted in the shoe industry is that of the United Shoe Machinery Corporation. However, no private research effort, no matter how valuable, can be expected to serve all the broad interests of the industry. The same applies to research programs conducted by other individual organizations within the industry.

## Not Near Enough

But even all the research conducted by private firms within the industry combined does not comprise anywhere near an adequate program. It is amazing how little the industry spends on organized research. It is estimated that in relation to the annual value of its products (about \$1,800,000,000) the shoe industry expends less than 1/10th of one percent on research. This is a pittance for an industry so large.

The British Boot, Shoe and Allied Trades Association, representing an industry about one-third the size of ours, has for 30 years maintained an industry-sponsored research organization with facilities, funds and personnel. (See cut on page 14.) Our own Tanners Council, represent-

## L and S Editorial

Reprints available at nominal costs:  
Up to 100, 10c each; 200-500, 5c each;  
1000-3000, 2½c each; 5000 or over,  
1½c each.

ing an industry whose dollar volume is only half that of the shoe industry, maintains its own research organization and program. The small shoe industries of other countries — for example, South Africa — also support a research organization.

But even the comparatively small research done in our own industry here is sometimes wasteful because of duplication of efforts by various private firms. Two or three firms working privately on similar research projects are bound to find much of their work overlapping that of others. In industry-sponsored research the cost and time of such duplication would be greatly relieved.

Because research has been so sorely neglected by the industry, other agencies have taken up the responsibility. We find, for example, a variety of footwear research being conducted by government and armed forces agencies, only because the answers they seek concerning footwear have not been made available by the industry. It is hardly a tribute to an industry as large and old as ours that "outside" agencies needing information about our products and the methods of making them, must turn to their own resources for the answers.

Also, we find more and more medical sources devoting research efforts to foot and footwear research — another responsibility that belongs to the industry. Criticisms of footwear (and, consequently, of the industry) are frequently publicized by the medical agencies. It is amazing that the target of this criticism — the shoe industry — is unable to rectify or defend its position simply because it has no research organization to furnish

ish answers or correct shortcomings. Hence, our forced silence implies admission of failing.

There perhaps never was a time in the entire history of our industry when a research organization and program was more urgent. As we enter this period of national mobilization and the later possibility of an all-out war, an industry-sponsored research organization can render invaluable services to the armed forces, the public, the country, and to itself. It is certainly not enough that we make all the shoes necessary. It is vitally important that we are positive that our products fulfill a variety of essential requisites dealing with foot health, climatic conditions, wear, etc. The fact that government and military agencies, as well as medical sources, are conducting researches on such problems is indication that the industry and its products have not answered all the questions and problems to any final degree.

## Assessment Basis

An industry-sponsored research organization should be set in motion without further delay. Such a program must be big and bold — one worthy of the size and importance of the industry. Financing such an organization should present no problem for the industry. For example, an assessment of, say, one cent a pair would net an annual fund of \$5,000,000 on the basis of 500,000,000 pairs. Presuming that even half that amount were raised, it would provide a wholesome financial basis for the launching of an effective research organization.

The shoe industry has often been termed a slow and backward industry technologically. That is a serious indictment for an industry as large and old as ours. Yet, perhaps the major reason for that indictment has been our lack of a large-scale, organized and permanent research organization. There is no reason for further delay. There is every reason for immediate action.



BETTMAN ARCHIVE

## METHOCEL ... a superior synthetic gum!

Wherever pasting is used, METHOCEL (Dow Methylcellulose) offers many real advantages. Its excellent binding properties promote more economical operation and control of the drying of pasted leather. Also the availability of Methocel in a high range of viscosity types provides a pasting medium having wide formulating possibilities.

Methocel may be conveniently compounded with modifying adhesives for use with many types of leathers. These formulations can be so designed to insure easy removal of the adhesive after drying, from both the hide and pasting plates.

Methocel is a chemical of ever growing usefulness. In the powdered form, it is easy to handle and can be dry mixed with other ingredients or used directly from water solution. If you have not yet tried Methocel, write Dept. ME 101 for your free experimental sample, plus helpful information on its uses in the leather industry.

THE DOW CHEMICAL COMPANY  
MIDLAND • MICHIGAN



# APPLIED SHOE ENGINEERING

## ***A modern scientific approach to shoe manufacturing problems***

By  
**Gordon B. Carson**  
Manager of Engineering  
Selby Shoe Company

**S**CIENCE, when applied, becomes what we know as Engineering. We in the shoe industry would find more straightforward solutions to our problems and a clearer conception of our problems if we applied science to them.

The pumping of the various types of cement used in the shoe industry is not a problem which is new. All kinds of products are handled by pumping. Obviously, each of the products poses its own specific set of problems. The specific problems involved in the pumping of shoe factory cement can be boiled down to about three major difficulties. They

are: (1) inflammability; (2) danger from air entrainment in the system which might cause congealing of cement and resultant plugging of the lines; (3) low volume of material to be handled per unit of time.

Figure 1 shows a schematic diagram of a satisfactory cement pumping system. Each potential user of such a system should be forewarned that the total length of line which he must have will influence the pump size and speed which must be selected, and the height of the lift from the drum to the topmost machine in the factory will also influence the amount of pressure which must be carried on the system at the

pump. (Note: We learned experimentally, according to tests made by W. C. Hays, that the lines up to 400 feet in length and  $\frac{3}{4}$  inch in diameter had no serious friction losses at low rates of flow, when pyroxylon and neoprene types of cement were pumped.)

There is no patent medicine which will cure all factory pumping problems. Each one should be tried experimentally or should be handled after suitable calculations have been made by competent engineers to ascertain the proper size, speed, and characteristics of the pump.

Figure 1 shows a Roper No. 0000 gear pump connected to a gear reducer (40:1 ratio) and thence to a 1/3 h.p. motor and to the circulating system. There is one 55-gallon drum of cement connected so as to be a permanent reservoir in the line and a feeder drum is mounted above it through suitable piping shown in the figure, so that the lower drum is filled with cement at all times and the upper drum can be removed to have another one put in place, when it becomes empty, without disturbing the system. The important valves are also shown.

This pumping system is a cement circulating system and is not a pressure feed system which dead ends into a machine reservoir. By using a loop, the cement circulates at a very slow rate of speed and keeps a supply constantly available for the very low rate at which the machine demands it.

Our system would handle from one to six machines without difficulty or without change. If we were to

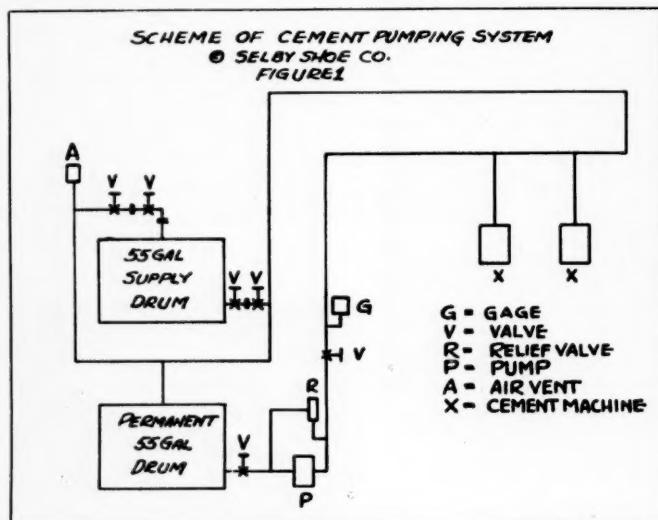


Figure 1

distribute the cement to more than six machines and over more than one floor level, we would undoubtedly find it necessary to revise the speed of the pump.

The pump has a capacity of .005 gallons per revolution, which is adequate for this type of service.

The pipe line should not be smaller than  $\frac{3}{4}$  inches, since most cements are viscous and therefore have heavy friction losses if the pipe size is too small. In fact, we found that as pipe sizes were reduced, it was virtually impossible to force an adequate flow of cement through the line.

Care must be exercised to keep all brass, bronze and aluminum fittings out of the system. Iron, steel, and monel metal work out best. Galvanized pipe is satisfactory.

Before putting the pumping system in, we erected an experimental circuit in our power plant and W. C. Hays, Cost Engineer, ran the series of tests, previously mentioned, both on Neoprene base and pyroxylin base sole cements to determine the various operating conditions necessary to give best results.

#### Cements Need Some Viscosity

We found very little difference between the two, and since that time have changed to a Hycar base cement without any change in the system. It does not appear that different types of cement will make any critical difference in operation, provided that they are about the same viscosity.

All those who might contemplate the use of such a pumping system for latex cement should be forewarned that latex, when constantly agitated, may congeal or solidify if such agitation is too rapid.

However, it is possible to pump latex cements quite adequately where quantities involved are small and where the pump speeds required are quite low. Extreme care must be exercised in the choice of metals used, to avoid corrosion.

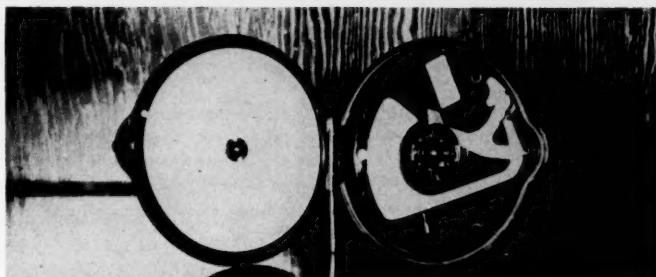
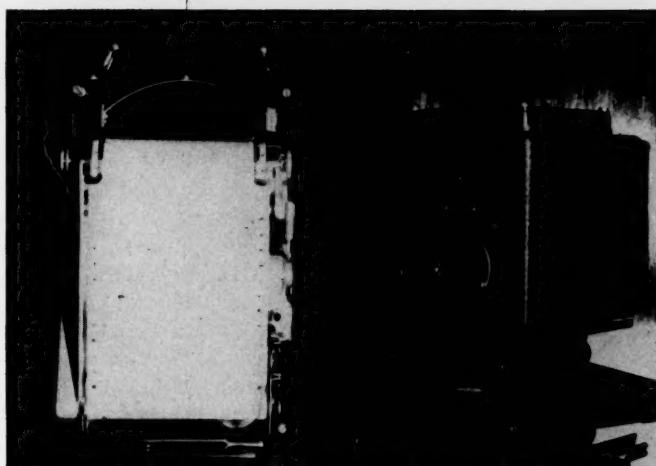
During the experimental tests bubbles were discovered in the cement and after investigation they were traced to loose connections in the pipe line. The pipe line must be absolutely tight to prevent air bubbles from becoming entrained in the cement. If too much air is allowed to get into the pipe line the cement will solidify, and the easiest thing to do in such event is to take the pipe down and replace it with other pipe. However, in some three years of operation, we only had one difficulty of that kind and it was due entirely

to human failure, wherein the supply man allowed the system to run empty for some time before it was discovered.

Our cost department found a saving of roughly five cents a gallon by

purchasing the cement in 55-gallon drums instead of five-gallon cans, and found further a saving of approximately 5% in the total amount

(Continued on Page 30)



Top: (Fig. 2)—Alnor Velometer for checking air flow.

Center: (Fig. 3)—Esterline Angus Recording Tachometer. Use on stitching machine tests.

Bottom: (Fig. 4)—Service pendulum type recorder.

# WELT BUTTING



Automatic pounding and anchorage of the entire breastline area of the shoe is available to manufacturers of Goodyear Welt shoes with the Goodyear Welt Butting and Tacking Machine — Model B.

Another advance resulting from United's continuous program of machine development, this machine has already been widely accepted by manufacturers as an efficient production unit contributing to better shoe-

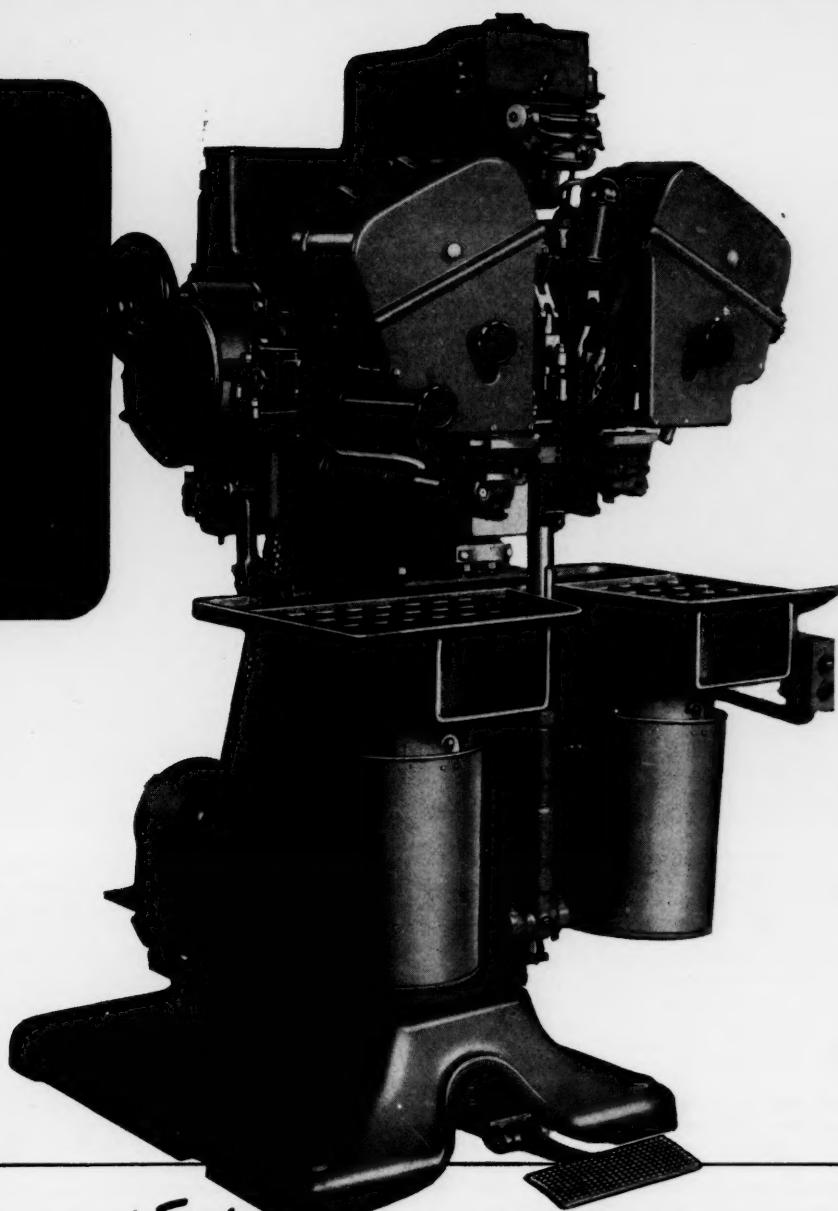
making and improved appearance in the finished shoe.

It cuts a bevel on the welt, smooths the inseam in the breastline area, compresses the material of the upper to the desired location and drives a tack at each welt end to hold the compressed area. Easily made adjustments for each of these functions give the machine great use and versatility.

The Goodyear Welt Butting and Tacking Machine — Model B has been ruggedly built and carefully designed to offer the utmost in operating efficiency. For complete details, call the nearest United branch office.

**SPECIFIC BENEFITS:** As the breastline area is compressed laterally, the pounding action helps to reduce any high spots. The breastline area is smoothed, the welt line maintained and superior bottom filling, leveling and heelng result. The two tacks driven while area is compressed can be placed where desired by simple adjustment. The possibility of cutting outsole stitches is reduced at edge trimming, heel trimming and jointing.

**United Shoe Machinery Corporation**  
BOSTON, MASSACHUSETTS



## Practical Facts

- Proved tack mechanism — the most efficient for sure anchorage.
- Back gauge for determining proper distance from butt to heel end operates automatically as a stop when anvils hit last weltting stitch. Manual setting for butt location optional.

- Hydraulic jack provides uniform support for pounding with any size or style of last.
- Lateral compression and location of butts can be controlled accurately.
- Automatic lubrication of cam shaft and associated parts.
- All adjustments handy to operator, easy to understand and use. Knives remove easily — knife holder provided for grinding.
- Built-in illumination is focused on the work area.



# Leather Lands NEWS X-RAY

**Prediction of possible 100 million pair jump in shoe production during 1951 made by National Shoe Manufacturers Association has taken industry by surprise.** Association sees "sharp increase in output" barring metal, rubber and other vital material shortages. Further, increased output does not mean consumption will increase, according to NSMA.

**Forecast brings up many interesting points.** NSMA has good argument in asserting shoe dealers would be foolish to keep shelves bare at present prices. Further rises in factory shoe prices are a certainty despite Government "freeze" order, which has now become merely a standard for stabilizing profits. Retailers who delay buying now are apt to pay much higher prices later.

**Look at what happened in 1941.** Shoe production leaped 94 million pairs from 404 million pairs in 1940 to 498 million pairs in 1941. Prices were rising constantly during this time. NSMA points out average factory value per pair rose from \$1.79 in Dec., 1940, to \$2.12 in Dec., 1941. Despite this, and fact that unit shoe sales did not increase sharply in the 12-month period, retailers continued to stock shelves heavily.

**Just for sake of comparison,** retail sales and military procurement figures for 1941 offer no good reason for 94 million pair production increase. Although monthly average of dollar sales made by retail shoe stores rose \$11 million from 1940 to 1941 while average dollar sales of chain stores and mail order houses rose \$6 million per month, increased retail prices would account for much of this. Government shoe purchases for 1941 totaled only slightly over 15 million pairs, leaving much of additional 79 million pairs produced to be accounted for. Fact is, most of this went into dealers' and retailers' inventories.

**Situation as we enter 1951 does not offer as good possibilities for increased production and sales as did 1941.** Retailer inventories fairly well stocked as result of retailers' buying splurge last Summer-Fall. Despite small wave of consumer "scare buying," sales since late June have made little dent in these inventories. Result is, retailers have fair stocks, show no inclination to change radically buying habits of past two years. Unless they do, prospects for 100 million pair production increase appear slim.

**Look at it this way.** Short of actual war, military buying should not exceed 12-15 million pairs. Short of immediate threat of shoe rationing, consumer "scare buying" cannot be counted on to step up demand by 50-70 million pairs over 1950. Actually, 1941 retailers had advantage over today since there were nine million unemployed

at start of mobilization (1939-40). Good-paying jobs for most of these naturally increased shoe sales. Today . . . only two million unemployed, with the figure shrinking constantly.

• • •

**Look for early speed-up in military buying.** Defense officials worried over sharp price rises in thousands of items needed by armed forces, have expressed "deep concern" to Congress. As example, combat boots reported as having risen 42.4% in cost since last June. Senate Appropriations Committee declares rising prices have already cut dollar value of defense funds by amazing total of three billion dollars since Korea.

• • •

**Senate Committee "profoundly disturbed,"** has called upon Defense Department to accelerate buying orders before dollar value shrinks further. This indicates growing emphasis upon direct contract negotiation rather than competitive bidding. Negotiated contract not only faster but cheaper for Government, permits both armed forces and manufacturers to get together on more orderly procurement and production plan.

• • •

**More than two million U.S. workers expected to shift from present jobs to defense work in next few months.** This is warning to industry by Robert C. Goodwin, executive director of Office of Defense Manpower. Government anticipates widespread job-changing as \$49 billion thus far appropriated for national defense reaches actual spending stage by mid-year or earlier. Shoe manufacturers will be among employers hit by worker migration to higher-paying defense jobs.

• • •

**Prediction by *The Changing Times*,** Kiplinger magazine, that both shoe manufacturers and consumers will concentrate on higher-priced lines a bit premature. Kiplinger states most people during World War II bought "better quality shoes than they were accustomed to, not because they wanted to, but because shoe manufacturers figured that, with demand soaring, they might as well concentrate upon the higher-priced lines in which there was more profit. It will be the same this time."

**What Kiplinger misses** is that these conditions prevailed under shoe rationing when many shoe manufacturers did concentrate on better quality lines and consumers bought better shoes for better and longer service. Even under rationing, bulk of women's shoe sales made in cheaper lines. About 60-70% of women's shoes during World War II contained non-leather upper materials of some sort.



## Shoes that say "No!" to oil and wear

**Y**OU'RE looking at shoes with soles and heels that have exceptional qualities...qualities that Hycar OR rubber make possible.

They're great favorites with operators in garages, machine shops, and in other locations where oil, grease and hard, steady wear are "shoe problems".

For one thing, these Hycar OR rubber soles and heels are extremely oil-resistant. That's important, because rubber that absorbs oil swells and becomes slick, may cause slipping—makes walking and working unsafe.

Another important point: Because Hycar has outstanding resistance to abrasion, these soles and heels stand up better and wear longer.

These soles and heels are typical examples of the many applications for Hycar. For Hycar is used where resistance to heat,

cold, weather, wear and abrasion is necessary—often vital. Hycar is light in weight, oil and gas resistant. Besides being a base material, it may be used as a plasticizer for polyvinyl resins...as a modifier for phenolic resins...as an adhesive base...as a latex for coating and impregnating.

Find out how Hycar may help answer your problems or develop new products. Complete information and technical advice upon request. Please write Dept. 'I-II B. F. Goodrich Chemical Company, Rose Bldg., Cleveland 15, O.

**Hycar**  
Reg. U.S. Pat. Off.  
*American Rubber*

## B. F. Goodrich Chemical Company

GEON polyvinyl materials • HYCAR American rubber • GOOD-RITE chemicals and plasticizers

A DIVISION OF  
THE B. F. GOODRICH COMPANY

# RECORD SHOE OUTPUT FOR '51

## SEE 100 MILLION PAIR JUMP IN '51

### *Shoe Association Predicts "Sharp Increase"*

Shoe production next year may jump as much as 100 million pairs over 1950 figures barring metal, rubber and other material shortages, the National Shoe Manufacturers Association predicted this week.

In an industry forecast for the coming year, the Association declared "a sharp increase" in output must be reckoned with at this time. It cited the fact that in 1941, shoe production soared to 498 million pairs, an increase of 94 million pairs over the preceding year.

"At present prices, any dealer would be foolish to keep his shelves bare," the Association declared in its weekly *News Bulletin*. "Shoes are better than money in the bank."

A substantial increase in output would not necessarily mean that shoe consumption will increase during the next year, the Association added. If mobilization for war should taper off, manufacturers' business will be bad while surplus stocks are absorbed.

A pronounced trend to higher priced shoes is another factor to be considered. Average factory value of shoes rose from \$1.79 per pair in Dec. 1940 to \$2.12 per pair in Dec. 1941. In Sept. 1950, factory value was \$3.57, some three percent higher than the comparable 1949 month.

### No Hide Ceiling

The Association also reported a mandatory ceiling on hide prices as "unlikely at the present time." Stabilization officials want to give the voluntary freeze "a real chance to work," consider mandatory ceilings inflationary in themselves. "Hides are too high now to make a ceiling practical except as a last resort," the Association stated.

The Army will also abandon competitive bidding in favor of negotiated contracts for more important footwear such as shoe pacs and combat boots. Although negotiated bids are subject to renegotiation, they permit more orderly procurement and reduce costs. "Convenience to manufacturers will be a very subordinate consideration."

Price controls on leather and shoes are not likely until after mandatory controls are applied to hides and skins, the Association stated. The lag will not be for the convenience of shoe manufacturers but merely "because pressures developed that way." Under present conditions, manufacturers would invite controls by "asking" for anything."

### **Report Goatskin Industry Buying Plan**

U. S. goatskin tanners and brokers have proposed a plan to the Government under which all purchases and allocations of foreign goatskins will be made by the industry itself, according to reliable trade sources.

Under the industry plan, representatives will be appointed to handle purchases for the entire industry. Allocations of raw skins to brokers and tanners will be made by a joint goatskin industry board, under Government supervision.

Primary object of the projected plan is to provide equitable distribution of raw goatskins to brokers and tanners. Industry representatives including Tanners' Council officials were reported in Washington this week seeking Government approval of the plan.

During World War II, goatskin buying and allocations were handled by the Government itself. Tanners point out that this arrangement fell short in many instances, since Government buyers were not experienced in the highly competitive goatskin market.

Also, in the last war, the U. S. and Great Britain operated a raw materials pool under which each country was allocated an adequate supply of goatskins. U. S. tanners today find themselves priced out of the goatskin market because of high prices paid by England and the Continent.

### **SHOE CHAIN SALES UP**

Sales of shoes by retail shoe chains and mail order houses were valued at \$62 million during Nov., a drop of \$2 million from Oct. but \$3 million above figures for Nov. 1949, the Census Bureau reports.

The seasonally-adjusted index on average daily sales (1935-39 equals 100) showed a rating of 225 in Nov., 1949, 228 in Oct., 1950 and 232 in Nov., 1950.

## LEATHER TASK FORCE HOLDS MEETING

### *Forms Side, Sole Leather Committees*

Defense demands for leather, particularly sole and side uppers, have been increasing so greatly in the past month that two more task committees for the Leather Industry Advisory Committee of the National Production Authority are to be named at once.

The new task groups are "to recommend steps to be taken to assure that all tanning facilities are made available for production of these leathers," the NPA announced at the close of a meeting this week of the advisory committee. The two subcommittees will appraise defense requirements for sole and side leathers.

The advisory committee meeting was presided over by Julius Schnitzer in his recently-acquired capacity as Director of the Leather Division of NPA. In recent days, the textile and leather division which he headed was split apart but kept under NPA. Schnitzer's division will expand sharply as soon as staff plans are completed.

The advisory committee endorsed a proposed NPA order which would govern the use of certain types of leather needed to meet defense requirements. Such an order would affect the end use of horsehide fronts and deerskins meeting military specifications.

The defense need for both items, which are in short supply, is said to have "greatly increased." These leathers are used primarily in the manufacture of gloves. Covered by the trade term of horsehide fronts are horse, colt, mule, ass, donkey or pony hide and skin foreparts.

Industry members also recommended the tightening of U. S. export controls on equine hides and skins.

Also discussed was a proposed NPA order, reviewed at a previous meeting of the leather advisory committee, which would provide equitable distribution of "DO" rated defense orders among leather producers. The task committee on this phase reported its recommendations as to percentages of output which such producers would be required to handle under

*(Concluded on Page 23)*

## SHOE WORKER PAY RATES LISTED

### Labor Bureau Report Covers September 1950

New York workers making women's cement process shoes (conventional lasted) generally had the highest average hourly earnings among branches of the footwear industry studied in 13 areas during Sept., 1950, Department of Labor's Bureau of Labor Statistics reports.

Average earnings of men in New York exceeded \$2 an hour in almost two-thirds of the selected occupations and were below \$1.90 in only two occupations. Lowest earnings were most common in the children's Goodyear welt branch of the industry in Southeastern Pennsylvania and the women's cement process (slip lasted) branch in Missouri (except St. Louis).

#### Edge Trimmers First

Edge trimmers were the highest paid among the selected occupations, average earnings ranging from \$1.35 an hour in plants making children's Goodyear welt shoes in Southeastern Pennsylvania to \$2.55 in women's cement process shoe plants in New York. In two-thirds of the areas, workers in this occupation averaged \$1.75 or more an hour.

Floor boys were the lowest paid among the men's occupations and averaged below \$1 an hour in all except one area.

Among the women's occupations, top stitchers and vamps most commonly had the highest average hourly earnings; area levels ranged from 94 cents to \$1.61 and 30 cents to \$1.77, respectively. Floor girls usually had the lowest average earnings.

In the women's cement process (conventional lasted) branch of the industry in New England, Boston and Haverhill occupational average earnings ranked somewhat higher than those in the other 4 areas. Among the 3 areas shown for men's Goodyear welt shoes, the earnings levels in Illinois and in Brockton typically were higher than those in Worcester.

Close to 68,000 shoe workers were employed in the branches studied in the 13 areas by the BLS. Wage figures do not include premium pay for overtime and night work.

## TANNERS' PROFITS UP

Profits in the leather tanning industry during the third quarter 1950 showed the second largest gain among all U. S. manufacturing industries with a jump of 100 percent over the preceding quarter, the Federal Trade commission reports.

The FTC listed tanners' profits before taxes as \$25 million in the second quarter and \$48 million in the third, a gain of 92 percent. After taxes, however, profits for the second quarter totaled \$28 million, then rose 100 percent to \$28 million in the third quarter.

The tanners' profits percentage gain in this period was exceeded only by the apparel and finished textiles industry which showed a third quarter increase of 221 percent after taxes. Rubber was third with a profit gain of 71 percent. Printing and publishing followed with a gain of 52 percent while textile mill products were fifth with a boost of 47 percent.

## Lloyd Fellowship Open To U. S. Students

American students of leather chemistry as well as young men already active in the field are eligible for a Fellowship under the Dorothy Jordan Lloyd Memorial Fund in Great Britain, according to R. M. Koppenhoefer, president of the American Leather Chemists' Association.

Koppenhoefer reports that he has received word to this effect from Dr. Henry Phillips, Director of Research of the British Leather Manufacturers' Research Association. The British Association is currently reviewing candidates for the first Lloyd Fellowship award aimed at stimulating study in the field of leather chemistry on an international basis.

Details of the award may be obtained from Dr. Phillips at the British Leather Manufacturers' Research Association, Milton Park, Egham, Surrey, England.

## COUNCIL ESTIMATES 1950 SHOE PRODUCTION UP 2.9%

Shoe production for 1950 reached a total of 436,597,000 pairs, an increase of 2.9 percent over the 473,005,000 pairs produced in 1949, the Tanners' Council estimates.

The Council based its figures on an estimated output of 36,500,000 pairs in Nov. and 36 million pairs in Dec. Both of these figures are preliminary estimates and may be revised at an early date. However, present estimates show a production increase of 4.4 percent over Nov., 1949. Shoe output in Dec., 1949, totaled 35,593,000 pairs.

Disregarding the fact that shoe production figures were revised re-

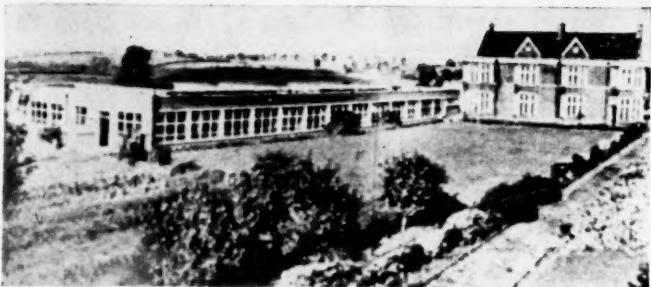
cently to include additional manufacturers, 1950 output would rank as fourth highest in yearly production and second highest since the end of the war. Greatest production total was reached in 1946 with 528,962,000 pairs while 1941 ranks second with 498,381,625 pairs and 1945 third with 491,114,000 pairs.

Largest gain during Nov. was reported in men's shoes which showed a rise of 17.1 percent over Nov., 1949.

The following tables list estimated production figures for Nov., 1950, and the first 11 months 1950 as compared with actual figures for these periods a year ago:

## SHOE PRODUCTION ANALYZED

	(000 omitted)		%
	1950	1949	
Men's shoes	6,500	7,256	+ 17.1
Youths' and boys'	1,250	1,147	+ 9.0
Women's shoes	14,500	12,887	+ 12.5
Misses' and children's	4,250	3,957	+ 7.4
Infants' and babies'	2,900	2,625	+ 10.5
All other (slippers, etc.)	5,100	7,087	- 28.0
Total	36,500	34,959	+ 4.4
	1950	1949	% change
Men's shoes	93,07	89,693	+ 4.0
Youths' and boys'	15,146	15,580	- 2.8
Women's shoes	202,045	193,191	+ 4.6
Misses' and children's	53,264	50,407	+ 5.7
Infants' and babies'	33,409	33,014	+ 1.2
All other (slippers, etc.)	53,426	55,527	- 3.8
Total	450,597	437,412	+ 3.0



New buildings of the British Boot, Shoe and Allied Trades Research Assn. in Kettering. The former laboratories in London were bombed during the war.

## UNITED SHOE DEFENDS LEASING POLICY

### Shoe Men Testify In Anti-Trust Suit

Several shoe manufacturers took the stand as defense witnesses this week in the Justice Department's anti-trust suit against United Shoe Machinery Corp. to defend the company's shoe machinery leasing policies.

As trial resumed in Federal Court, Boston, after the holidays, Wallace J. McGrath, president of John E. Lucey Co., Bridgewater, Mass., shoe manufacturer, testified he favored the leasing of shoe machines rather than outright purchase.

"We don't like to have too much of our capital tied up," he told Judge Charles E. Wyzanski, Jr. "If we had to buy machines to get started, we'd have had to operate on a much more limited basis because of the greater capital needed."

McGrath, under questioning by USMC counsel Theodore Kiendl, said his leasing costs averaged nine cents per pair, exclusive of replacement parts which averaged three cents per pair of shoes. He said United's leasing of shoe machinery to both large and small manufacturers at the same cost means "a bigger company has no edge on us from the viewpoint of machinery costs."

Under cross-examination by Government Atty. C. Worth Rowley, he admitted the Lucey firm had paid USMC some \$95,000 last year for leases while paying only \$2000 to other shoe machinery firms.

Arnold Bartschi, president of J. Edwards & Co., Philadelphia manufacturer, testified a survey he made over 12 years ago proved to him that continued leasing of USMC machines was more advantageous to his company rather than purchasing machines outright. He said a few competitive machines were leased also.

Cross-examined by Atty. Roy N. Freed of the Justice Department, Bartschi admitted the majority of USMC machines used by his firm were available only on lease. He asserted he preferred to lease them. Freed contended Bartschi's testimony indicated he had been "favored in different ways" by United.

Early in the week, Sidney M. Winslow, chairman of the board at USMC, denied that the company was monopolizing the tanning machinery field through its subsidiary, Turner Tanning Machinery Co. of Peabody, Mass.

# Attention

## SHOE MANUFACTURERS and ALLIED MANUFACTURERS

**There is nothing new in cutting dies in the last 15 years except one thing and that is**

# Quality

**We have been manufacturing Cutting Dies for 95 years and if it's something new, we would be the first to manufacture them.**

**CUTTING DIES SINCE 1855**

## JOSEPH E. KNOX CO., INC.

LYNN, MASS.

TEL: LY 2-3422  
8-9534

### Greater New York Representatives

Harold J. Polsbie  
850 St. Mark Ave.  
Brooklyn, N. Y.—Tel.: PR 2-5194 Brooklyn, N. Y.—Tel.: SLO 6-0685

Lawrence A. Engel  
456 Brooklyn Ave.  
Reading, Pa.—Tel.: RE 5-0885

### South Eastern Representatives

Andrew Schwartz  
Lancaster County  
Clay, Penn.

Ernest L. Stephens, 3rd  
2603 Prospect Blvd.

## 28 SHOEMEN JOIN SHOE ADVISORY GROUP

The newly-formed Shoe Manufacturers' Industry Advisory Committee now being organized by the National Production Authority will be comprised of some 28 shoe manufacturers if present Government plans materialize.

This week, the NPA announced it had sent invitations to 28 leading shoe manufacturing executives asking them to serve on the new committee. Purpose of the group will be to advise the NPA on shoe production policy under the defense program (L&S), Dec. 30, 1950). The group is slated to meet early this month.

### Top Executives Invited

Invitations listed were sent to:

Byron A. Gray, chairman of the board, International Shoe Co.; Charles F. Johnson, president, Endicott Johnson Corp.; Louis H. Salvage, president, Louis H. Salvage Shoe Co.; H. L. Lape, Jr., president, Julian & Kokeng Co.; Weir Stewart, Marshall, Meadows & Stewart, Inc.; Charles H. Jones, Jr., vice president, Commonwealth Shoe & Leather Co.; L. B. Sheppard, president, Hanover Shoe, Inc.; Jerome M. Kushins, president, Kushins, Inc.

Frank Shapiro, Consolidated National Shoe Corp.; Albert H. Boguts, president, Newton Elkin Shoe Co.; J. O. Moore, president, H. C. Goodman Co.; A. J. Brauer, Jr., president, Brauer Bros. Shoe Co.; Milton L. Halle, president, Muskin Shoe Co.; John Goldberg, president, Goldcrest Shoe Corp.; J. L. Moran, Moran Shoe Co.; H. O. Toor of H. Jacobs & Sons, Inc.; W. J. Reardon, president, Daniel Green Co.; John A. Bush, chairman of board, Brown Shoe Co., Inc.; Maxey Jarman, chairman, General Shoe Corp.

L. V. Hershey, president, Hagerstown Shoe Co.; S. L. Slosberg, vice president, Green Shoe Manufacturing Co.; John B. Goldenberg, Brooks Shoe Manufacturing Co.; Harold Gessner, vice president of La Marquise, Inc.; Irving S. Florsheim, chairman of the board, Florsheim Shoe Co.; J. Franklin McElwain, chairman of the board, J. G. McElwain Co.; T. R. Simons, vice president, Weyenberg Shoe Manufacturing Co.; P. O. MacBride, Milford Shoe Co.; Frank M. Simpson, president, Little Falls Felt Shoe Co.

COMPO MAKES THE MACHINERY  
THAT MAKES THE BETTER SHOES

... including



Wood Heel  
Screw  
Inserting  
Machine

one simple operation

unusually high capacity

for full information, write to

COMPO SHOE MACHINERY CORPORATION  
BOSTON, MASSACHUSETTS

EAGLE OTTAWA

Eagle FULL GRAIN ELK SIDES

Ottawa CORRECTED GRAIN ELK SIDES

Tufoe TIPPING

Flexible Splits

SALES OFFICES IN PRINCIPAL CITIES

EAGLE-OTTAWA LEATHER COMPANY, GRAND HAVEN, MICH.

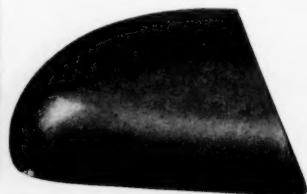
# Winguard 400

## A NEW SAFETY TOE ARCHITECTURE

WINGUARD 400 is the first of three new steel toe styles planned for release in 1950 and 1951, all having crescent-shaped lateral edges which stanchion the toe against rearward inclination under vertical impact. WINGUARD'S unique rear edge develops triangular wing-like buttresses along the sole line which remain in supporting position behind the central back edge area of the toe dome no matter how exaggerated shoe toe spring becomes in the course of wear.

400 is a dress type streamlined in profile to meet the demand for smart oxford styling without sacrifice of essential toe protection. WINGUARDS are SAFER in all shoes where toe safety is the first consideration. Write for descriptive bulletin.

WINGUARDS  
are patented.



### SAFETY BOX TOE COMPANY

812 STATLER BUILDING, BOSTON 16, MASSACHUSETTS

SALES AGENTS:

UNITED STATES: BECKWITH MANUFACTURING COMPANY, DOVER, NEW HAMPSHIRE  
CANADA: BECKWITH BOX TOE, LIMITED, SHERBROOKE, QUEBEC

## SCHNITZER HEADS NEW LEATHER DIVISION

### Government Splits Leather And Textile Section

Separation of its Textile and Leather Division into two distinct units, hinted at last week by Government officials (L&S, Dec. 30, 1950), was announced this week by the National Production Authority. The Division was recently transferred to NPA from the Commerce Department.

As expected, Julius G. Schnitzer, veteran director of the Leather Section since 1940 and head of the entire division since 1946, was named director of the new Leather Division by NPA.

Government officials said the split was carried out to give both sections the opportunity to expand as necessary for the nation's defense program. It is expected that the new divisions will add to their personnel in the near future.

### List Wholesale Price Index Changes

The wholesale price index of hides and skins and leather products as a whole has soared 70.3 percent above that of June 1946, the greatest increase recorded in the 10 leading commodity groups customarily listed in the Labor Department's wholesale price index. General advance of all 10 commodities from June 1946 was 49.8 percent.

In its latest report on changes in the wholesale price index, the Bureau of Labor Statistics of the Labor Department reports the index of hides and skins and leather products rose 14.9 percent from Oct. 1949 to Oct. 1950, while rising 14.1 percent from June to Oct., 6.5 percent from Aug. to Oct., and 2.7 percent from Sept. to Oct. of this year.

Prices of hides and skins alone have increased an average of 47 percent from June 23 to Dec. 19, 1950, the highest price rise reported for any domestic commodity in the period. These are listed cash prices on primary markets.

In a further breakdown of commodities, the Labor Department lists the wholesale price index for shoes at 184.8 (1926 equals 100) as of "Korea time" last June. This rose to 191.4 in Aug., 194.8 in Sept., and 200.1 in Oct. From June to Oct., hides and skins rose from an index of 202.1 to 266.5, leather from 180.6 to 201.3, and other leather products from 143.1 to 164.9.

## CUTTING, PERFORATING, MARKING DIES



**MANUFACTURERS**  
Cutting, Perforating, Marking Dies.  
Also Machine Knives.

**DISTRIBUTORS**  
Fales Clicking Machines and Seelye  
Beam Die Presses.



**ALSO**  
Knox celebrated Ribbon Type Stitch  
Marking Machines.

**Write, Wire or Phone**

Associate  
**NEW ERA DIE CO.**  
Red Lion, Pa.

**INDEPENDENT DIE & SUPPLY CO.**  
LaSalle near Jefferson  
ST. LOUIS 4, MISSOURI  
Phone: GRand 2143



## WELTING and SPECIAL LEATHERS

**McADOO & ALLEN WELTING CO.**  
QUAKERTOWN, PENNSYLVANIA

Agencies in Principal Centers in the United States and throughout the world

## KORN LEATHER COMPANY

TANNERS OF

*Splits*

FOR EVERY PURPOSE

*Side Leather*

MEN'S AND WOMEN'S  
IN THE POPULAR PRICED RANGE

PEABODY, MASS., U. S. A.

## MILITARY BIDS AND AWARDS

### Submarine Sandals

**January 8, 1951**—Navy Invitation No. 7984 covering 7,200 pairs submarine sandals. DO rating. Opening at 10:00 a.m. in New York. To be delivered all transport charges paid to Naval Supply Depot, Mechanicsburg, Pa., at one-third contracted pairage each in April, May and June 1951.

### Combat Boots

**January 10, 1951**—QM-30-280-51-1048 covering 17,600 pairs black combat service boots. Opening at 2:00 p.m. in New York. 100% domestic pack. Delivery at 6,888 pairs by Jan. 31, 1951; 5,532 pairs by Feb. 28; and 5,220 pairs by March 31 to 831st AF Spec. Depot, Shelby, O., for the Air Force.

### Illinois

• **Wilson & Co.** has sold its packing-house at Kansas City known as the old "S & S" plant and has purchased a smaller plant, the U.S. Packing Co., in Kansas City. The new plant will employ about 400 as various departments are opened.

## 41 SHOE FIRMS BID ON 782,808 PAIRS NAVY OXFORDS

A total of 41 shoe manufacturers turned in bids this week at the opening of Navy Invitation No. 7833 covering 613,080 pairs of black leather oxfords under Item 1 and 169,728 pairs of brown leather oxfords under Item 2.

No single manufacturer bid on total quantities involved with individual bids generally split in various lots. Delivery is scheduled from March to May.

Following is a list of lowest bids. (Item 1a. covers 312,750 pairs, Item 1b. — 300,330, Item 2a. — 84,860 pairs, and Item 2b. — 84,868 pairs):

The Hanover Shoe Co., Inc., Hanover, Pa., 1a, 40,000 prs. @ 6.768, 6.75 FOB, 40,000 prs. @ 7.168, 7.15 FOB; or 80,000 prs. @ 6.968, 6.95 FOB, 40,000 prs. @ 7.568, 7.55 FOB; or 120,000 prs. @ 7.168, 7.15 FOB, 20,000 prs. @ 7.868, 7.85 FOB; or 140,000 prs. @ 7.268, 7.25 FOB. 1b, 40,000 prs. @ 6.93, 40,000 prs. @ 7.33; or 80,000 prs. @ 7.13, 40,000 prs. @ 7.73; or 120,000 prs. @ 7.33, 20,000 prs. @ 8.03; or 140,000 prs. @ 7.43. (maximum: 140,000 prs.)

John Foote Shoe Co., Brockton, Mass., 1a, 12,000 prs. @ 7.535, 7.59 FOB. 1b, 12,000 prs. @ 7.65. 2a, 12,000 prs. @ 7.775, 7.83 FOB. 2b, 12,000 prs. @ 7.89.

Brown Shoe Co., St. Louis, Mo., 1a, 120,000 prs. @ 7.84, 7.6610 FOB. 1b, 120,000 prs. @ 7.91.

General Shoe Corp., Nashville, Tenn., 1a, 50,000 prs. @ 7.88, 7.79 FOB, 50,000 prs. @ 7.98. 1b, 50,000 prs. @ 7.98, 7.89 FOB, 50,000 prs. @ 8.08. 2a, 50,000 prs. @ 8.08, 7.99 FOB. 2b, 50,000 prs. @ 8.18. (maximum: 200,000 prs.)

J. F. McElwain Co., Nashua, N. H., Bid 1—150,000 prs., 1a @ 7.35, 7.29 FOB; 1b @ 7.49, 7.57 FOB; 2a @ 7.63, 7.59 FOB; 2b @ 7.77, 7.67. Bid 2—150,000 prs., 1a @ 7.45; 1b @ 7.59; 2a @ 7.73; 2b @ 7.87.

International Shoe Co., St. Louis, Mo., 1a, 100,000 prs. @ 7.90, 7.75 FOB, 140,000 prs. @ 8.13, 7.98 FOB. 1b, 100,000 prs. @ 7.94, 140,000 prs. @ 8.17. 2a, 70,000 prs. @ 8.38, 8.23 FOB. 2b, 70,000 prs. @ 8.42. (maximum: 140,000 prs.)

Chas. A. Eaton Co., Brockton, Mass., 1a, 36,000 prs. @ 7.412, 7.37 FOB, 14,000 prs. @ 7.512; or 50,000 prs. @ 7.44, 7.47 FOB. 1b, 36,000 prs. @ 7.572, 7.598 FOB, 14,000 prs. @ 7.672; or 50,000 prs. @ 7.60.

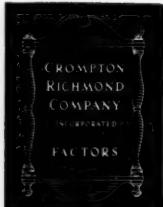
Doyle Shoe Co., Brockton, Mass., 1a, 60,000 prs. @ 7.1475, 7.0725 FOB. 1b, 60,000 prs. @ 7.250. (maximum: 60,000 prs.)

Hubbard Shoe Co., Inc., Rochester, N. H., 1a, 36,000 prs. @ 7.54, 7.49 FOB. 1b, 36,000 prs. @ 7.65. 2a, 36,000 prs. @ 7.71, 7.65 FOB. 2b, 36,000 prs. @ 7.81.

Regal Shoe Co., Whitman, Mass., 1a, 60,000 prs. @ 7.565, 7.495 FOB. 1b, 60,000 prs. @ 7.80. 2a, 60,000 prs. @ 7.945, 7.875. 2b, 60,000 prs. @ 8.18.

Bates Shoe Co., Webster, Mass., 1a, 30,000 prs. @ 7.69.

## MORE CAPITAL FOR GROWTH



Get the financing you need for sound business growth . . . and keep your own equity intact for the future.

Just bring your problem to Crompton Factoring — backed by the resources of an organization founded in 1807.

Crompton Factoring serves many industries by discounting receivables. This ready cash becomes additional working capital to ease the stresses and strains of expanding procurement, production, sales.

By taking over credits and credit risks, Crompton saves you overhead, and protects your own invested capital, too.

Let us show you how Crompton Factoring can contribute to sound growth and improved operation and earnings.

*The Human Factor*

**CROMPTON-RICHMOND CO., INC.**

1071 Avenue of the Americas, New York 18, N. Y.

Quigley Shoe Co., No. Abington, Mass., 1a, 20,000 prs. @ 7.57, 7.51 FOB, 20,000 prs. @ 8.07. 1b, 20,000 prs. @ 7.69, 8.01 FOB, 20,000 prs. @ 8.19.

Freeman Shoe Corp., Beloit, Wis., 1a, 80,000 prs. @ 7.50, 7.46 FOB, 1b, 80,000 prs. @ 7.71, 7.60 FOB.

E. J. Givren Shoe Co., Inc., Rockland, Mass., 1a, 10,000 prs. @ 7.67, 7.60 FOB, 10,000 prs. @ 7.775, 10,000 prs. @ 7.88; or 30,000 prs. @ 7.775, 1b, 10,000 prs. @ 7.77, 7.705 FOB, 10,000 prs. @ 7.875, 10,000 prs. @ 7.98; or 30,000 prs. @ 7.875.

Six manufacturers bid on Navy Invitation No. 7834 covering 143,196 pairs of black leather general purpose high shoes. Delivery is also from March to May. Item 1a calls for 72,408 pairs and Item 1b for 70,788 pairs. Following are bids:

International Shoe Co.—1a, all at 7.43; 1b, all at 7.48, FOB plant at 7.58.

Roberts-Hart, Inc., Keene, N. H.—1a, all at 8.36; 1b, all at 8.64.

General Shoe Corp.—1a, 35,000 prs. at 7.60, 37,408 prs. at 7.70, FOB plant at 7.48; 1b, 35,000 prs. at 7.72, 35,788 prs. at 7.82, FOB plant at 7.58.

J. M. Connell Shoe Co., So. Braintree, Mass.—1a, 10,000 prs. at 10.61, 10,000 prs. at 10.76.

Sportwelt Shoe Co., No. Easton, Mass.—1a, 36,204 prs. at 6.99; 1b, 35,394 prs. at 7.215.

Endicott-Johnson Corp., Endicott, N. Y.—37,800 pairs total, 1a, 7.485, and 1b, 7.78, FOB plant at 6.825.

Hanover Shoe Co. was lowest bidder on Navy Invitation No. 7954

covering 12,108 pairs of N-1, natural color, field shoes. Bids were as follows (all firms bid on total quantity):

Hanover Shoe Co.—1a, at 6.38; 1b, at 6.55.

International Shoe Co.—1a, at 7.31; 1b, at 7.35.

General Shoe Corp.—1a, at 7.64; 1b, at 7.76.

Sportwelt Shoe Co.—1a, at 6.935; 1b, at 7.115.

Endicott-Johnson Corp.—1a, at 7.16; 1b, at 7.455.

### Three Firms Bid On Safety Shoes

There were three bidders at the opening of Invitation #30-280-51-991 calling for 110,916 pairs shoes, safety toes, oil resistant sole for the Air Corps. The bidders and quantities bid for follow:

General Shoe Corporation, Nashville, Tenn.; bid on (a) 48,000 pairs at \$9.60; (b) 48,000 pairs at \$9.71. Note says firm will not accept more than total of 48,000 pairs. 20 days acceptance, net.

International Shoe Corp., St. Louis, Mo.; bid on (a) 55,704 pairs—regular tariff—at \$8.59; (b) 55,704 pairs—supplemental tariff—at \$8.84; 20 days acceptance, net.

Endicott-Johnson Shoe Corp., Endicott, N. Y.; bid on (a) 55,704 pairs—regular tariff—at \$9.47; 13,680 pairs—supplemental tariff—at \$10.205; on (b) 55,212 pairs—regular tariff—at \$9.705; 13,284 pairs—supplemental tariff—at \$10.455; ten days acceptance, net. E-J will accept a total of 57,600 only of any combination.

### Shoe Worker Totals Decline In October

Only 230,800 production workers were employed in leather footwear factories during Oct., a decline of some 5700 from the 236,800 workers employed in Sept. and 6500 below the 237,300 at work in Aug., the Labor Department reports.

In a detailed analysis of manufacturing payroll records, the Department listed a total of 253,700 workers employed in all phases of leather footwear manufacture during Oct. as compared with 259,300 in Sept. and 260,400 in Aug.

Tannery worker figures remained stable during the period, with 51,100 employed in Aug., 51,800 in Sept., and 51,400 in Oct. Manufacturers of "other leather products" reported some 97,500 workers in Aug., 100,000 in Sept., and 102,200 in Oct.

For the rubber footwear manufacturing field, overall totals showed 28,000 workers during Oct. against 26,900 in Sept., and 25,700 in Aug. Similarly, the number of production workers, possibly because of the rising military demand, rose steadily from 20,700 in Aug. to 21,900 in Sept. and 22,800 in Oct.

## Type DHL Taping Machine

It tapes straight, smooth heel seams without pin wrinkles or distortions of the original pattern lines. The unique pressing principle not only produces better seam pressing and tape adherence but speeds up and smooths out the operation.

Extreme thicknesses and varying thicknesses of stock are handled by means of a quick, easy, yet positive adjustment not requiring the use of tools of any kind. Its self-adjusting features take care of a wide variety of styles without danger of seam strains under the most severe conditions.

The Boston Machine Works Company have a machine and a tape for every tape operation in shoe construction.



**BOSTON MACHINE WORKS CO.**  
LYNN MASS. U. S. A.

#### BRANCH OFFICES:

Whitman, Mass.  
Johnson City, N. Y.

Columbus, Ohio  
Cincinnati, Ohio

Chicago, Ill.  
Milwaukee, Wis.

Kitchener, Ont.  
St. Louis, Mo.

Toms River, N. J.  
Los Angeles, Cal.

**CARR SUEDE**

**CARR DUCK**

*Black & White*

CARR LEATHER CO.  
69 SOUTH ST.  
BOSTON  
TANNERIES AT PEABODY

**Armour's**  
**QUALITY**  
**Leathers**  
U.S.A.

**COSSACK**

★

... Smooth  
corrected grain,  
semi-aniline,  
vegetable type  
kips and extremes

Armour Leather Co.  
CHICAGO - BOSTON - NEW YORK

## LEATHER PRICES CLIMB AGAIN AS TRADING GROWS ACTIVE

### Rawstock Increases Force New Advances Above Recent Levels

Sole leathers show sharp increases. Calf strong, sales moderate. Sides active but tanners withdraw price lists. Sheep strong.

#### Sole Leathers Soar

Under the impact of hide market advances, Boston sole leather tanners forced to raise leather lists again. Tanners say they are helpless to hold ceilings as rawstocks advance again despite voluntary price freeze order. By now, the entire trade is looking for mandatory controls but is swept along with the tide. Sales are moderate at advanced prices.

Light Bends: 95-98c  
Medium Bends: 87-90c  
Heavy Bends: 80-83c

Sole leather tanners of Philadelphia report situation quite disturbing. Some tanners doing business, some have stopped, called their salesmen in to see what the packers would do. The price situation has been impossible and since tanners are dependent on packers, many felt they would wait and see what the packers did — although not too optimistic about the results. Many packers have sat tight and one has offered to sell 1c less than the December 1st prices. The general feeling is that the voluntary idea won't work and that the Government will have to step in and stop packers' prices from getting more out of hand. Plenty of interest shown in practically every type of sole leather and those tanners doing

business are making sales without trouble. Because of the price situation it was generally felt that prices given today won't stand tomorrow.

#### Offal Strong

Hide market advances hit Boston sole leather offal tanners and dealers who push leather prices to new levels, say they cannot sell for less. There is considerable price resistance among shoe manufacturers but sales are made at advanced prices nevertheless. One tanner asks up to 60c for steer and cow bellies but few if any sales made above 58c. Single shoulders with heads on bring up to 80c for lights, up to 74c for heavies. Heads fair at 40c and down, fore and hind shanks all over the place. Double rough shoulders sell up to 98c.

Bellies: Steers: 57-59c; Cows 55-58c

Single shoulders, heads on:  
Light, 75-82c; Heavy, 70-74c.  
Double rough shoulders: 90-98c  
Heads: 37-40c  
Fore Shanks: 46-50c  
Hind Shanks: 47-51c

#### Calf Steady

Because the calfskin market had remained fairly quiet with no recent advances, Boston calfskin tanners are able to hold prices at former levels. Sales have continued moderate although tanners are refusing some anticipatory buying on Navy bids. Buying for these expected almost immediately — no tanner willing to pre-

#### Price and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTL <sup>Y</sup> AGO	YEAR AGO	1950 HIGH
CALF (Men's HM)	1.10-1.30	1.10-1.30	90-1.06	1.10-1.30
CALF (Women's)	1.00-1.25	1.00-1.25	85-1.06	1.00-1.25
CALF SUEDE	1.20-1.35	1.20-1.35	1.10-1.20	1.20-1.35
KID (Black Glazed)	80-1.17; 1.25	80-1.17; 1.25	70-1.00	80-1.25
KID SUEDE	80-95	80-95	70-88	80-95
PATENT (Extreme)	62-78	56-74	48-56	62-78
SHEEP (Russet Linings)	19-33	19-32	18-22	19-33
KIPS (Corrected Reg. Finish)	72-80	72-80	57-61	72-80
EXTREMES (Corrected Reg. Finish)	58-66	58-66	45-53	58-66
WORK ELK (Corrected)	59-65	59-65	44-50	59-65
SOLE (Light Bends)	90-98	87-90	64-66	87-95
BELLIES	55-59	51-54	44-48	53-57
SHOULDERS (Dble. Rgh.)	90-98	80-90	64-72	87-97
SPLITS (Lt. Suede)	36-41	36-41	38-43	36-41
SPLITS (Finished Linings)	20-26	20-26	20-23	20-26
SPLITS (Gussets)	17-22	17-22	17-20	17-22
WELTING (1/2 x 1/8)	13	11	9 1/2-10	13
LIGHT NATIVE COWS	39-40 1/2	37-38	23 1/2-24 1/2	37 1/2-38 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

dict what this new demand will do to prices. Meantime, no change from last week.

**Men's weights:** B \$1.10-1.27; C \$1.04-1.22; D 94c-\$1.16; X 89c-\$1.06; XX 86c.

**Women's weights:** \$1.10 to 1.25; C \$1.00-1.10; D 95c-\$1.05; X 85c-\$1.00; XX 70c-83c

**Suede:** \$1.25-1.35; 1.20-1.25; 1.10-1.15

#### Sheep Confused

Boston sheep leather tanners complain they are not getting replacement costs on leather sales yet buyers still refuse to pay full advances. Because rawskins are climbing steadily, tanners must get some raises but buyers are not too receptive. Sales are fair, generally made after considerable talking. Russet linings moving up to 33c for specially selected skins; boot linings bring 27-28c; shoe linings, 23-24c. Other selections slower. Tanners find it difficult to find heavy-weight skins now grabbed by Army, almost impossible to get cheaper skins for export trade. As a result, most business done on high priced leathers.

**Russet linings:** 33, 32, 30, 28, 26, 24, 20, 18, 16, 15c

**Colored vegetable linings:** 30, 28, 26, 24, 21, 19, 17, 15c

**Hat sweat:** 30, 28, 26, 24c

**Chrome linings:** 35, 33, 31, 29, 27c

**Garment grains:** 29, 27, 25, 23, 21c

**Garment suede:** 28, 26, 24, 22, 30, 28, 26, 24, 22c

#### Kid Leather Active

Kid leather tanners of Philadelphia report quite a little activity. Business distributed over all lines and in all price ranges. Tanners have had no trouble getting their prices—no new adjustments made in the past week.

Most local tanners don't bother much with colors except for dark blue and some browns. Those who do business in other shades have remarked on lack of interest shown lately as opposed to last year's business. However, recently there have been samplings sent out—on request—in both glazed and suede and very recently orders have begun to come in for a wide assortment of colors for Spring and Summer—some sales made in a rainbow variety of colors. Some tanners feel that this will develop into considerable activity although orders are not in any great volume.

Little business in white in both glazed and suede. Aside from a small quantity in the colors above, suede is doing particularly well in black—volume quite great considering time

of year. Considerable activity in the lower price range—but some all the way up. Glazed selling in volume in black, some brown, blue and some business in varied colors.

Slipper leather good in great variety of colors and sells throughout the range. Many tanners report linings very active. Some tanners are doing active business in crushed, in brown, black and white. Many others report no business in this type of leather. Nothing at all reported in Satin Mats. No change reported on raw-skin prices—market holding firm.

**CURRENT AVERAGE PRICES:** Suede 40c-95c, glazed 40c-1.25, linings 26c-60c, slipper 40c-75c, crushed 40c-70c.

#### Side Leathers Climb

Boston side leather tanners find themselves doing good business despite the fact they have been forced to withdraw price lists. Sales made a month or more ahead despite this. Price arrived at after considerable bargaining. Tanners claim they must get advances to cover rising hide replacement costs, say they have not had time to figure new increases. As a result, prices listed below are merely nominal, indicate last week's levels before latest advances.

**Heavy Aniline Extremes:** B 68-73c; C 66-69; D 60-63c

##### Regular Finishes

**Corrected Kips:** B 72-80; C 69-76;

D 65-72; X 60-69c

**Corrected Extremes:** 58-66; 55-64;

52-62; 48-58c

**Corrected Large:** B 55-63; C 53-

61; D 51-59; X 48-55c

**Work Elk:** 59-65; 57-63; 55-61c

**Work Shoe Retan:** 62-66; 60-64c

#### Splits Fair

Splits tanners report a similar situation to that of side tanners. Their prices of last week have been withdrawn for most part, remain nominal in absence of new lists. When sales are made—and some good ones are reported—prices are reached only after haggling. The only certainty is that these prices are above former ceilings. Many tanners do good business for 30 or more days ahead. Prices below are nominal.

**Light suede:** 39-41; 34-39; 32-36c

**Heavy suede:** 43-47; 41-43; 38-40c

**Retan sole:** 40, 38, 35, 33, 30c

**Finished linings:** 19-21; 20-23; 22-

26c

**Gussets:** 17-22c

**Pickled Heavy:** 14-15c lb.; **Light:**

12½-13½c lb.

**Blue splits:** **Heavy:** 15-17c lb.;

**Light:** 13-14c lb.

THE OHIO LEATHER CO.



Calfcolors

BLACK JETTA CALF  
WASHETTE  
White and Colors

OHIO LEATHER CORP. Boston  
87 South St.  
THE OHIO LEATHER CO., INC. New York City  
2 Park Ave.  
ARTHUR S. PATTON LEATHER CO. St. Louis  
1602 Locust St.  
LIEBMANN-CUMMING San Francisco  
718 Mission St. (Pacific Coast and Orient)  
EDGAR A. HERTZ One Chesterfield St., Mayfair, London, W.I., England  
(Export Director)

Tannery and General Offices  
GIRARD, OHIO

Since 1888

Specialty Leathers

Side—Horse

Well known Tannages

KLENZETTE

ANILETTE

ROSS-ETTE

and the popular

ORIGINAL  
GENUINE

Kleenette

REG. U. S. PAT. OFF. NO. 282756

WASHABLE  
LEATHER

This tag attached to shoes  
uppers with Kleenette

A. H. Ross & Sons Co.

Chicago 22, Illinois

BOSTON Merchant Loaves

NEW YORK CITY Bookbinder & Sonnenberg

PHILADELPHIA Schoenbergs Leather Co.

Saint Louis Meyer & Berry Leather Co.

MILWAUKEE Edward A. Vollbrecht, Jr.

LOS ANGELES A. J. & R. Cook

CINCINNATI J. E. Tracy

### Beltin Leather Markets

Rough beltin leather tanners of Philadelphia in same position as sole leather tanners. Plenty of demand for any and all types of rough beltin leather available. Some tanners doing business with prices continuing

to go up. Other tanners have withdrawn temporarily, waiting to see what develops in the price situation as far as packers are concerned. Not very hopeful that any voluntary price holding will occur—and cannot afford to just sit on the side lines indefinitely.

As one tanner put it they are trying to be patriotic and work along with whatever plan the Government wants, but they cannot just stop doing business indefinitely when there is such great interest around in all types of beltin leather. Curriers find business active and new orders continue to come in. Because of the price situation in rough bents, curriers have made price adjustments upwards. Some new lists out with increases up to 7c in some items. Some lists in process of being made up.

### Bag, Case and Strap Leathers

Unofficially, anywhere from 2 to 4c may be added to last price listings on bag, case and strap leathers, according to Midwestern tanners. However, the Government's plea to "hold prices" must be recognized. On the other hand, raw materials are costing more, and tanners are now studying any clarification for justifiable reasons to advance leather prices on a profit and loss basis.

Meanwhile, tanners report turning down orders, and are amply occupied filling their backlog of orders at prices based on cost. Some tanners report that new and higher prices will be announced shortly because of the 1 1/2c advance in hide prices this week.

2 1/2 ounce case: 55, 52, 49c.  
3 ounce case: 58, 55, 52c.  
4 ounce strap: 69, 66, 63c.  
5 ounce strap: 73, 70, 67c.  
6 ounce strap: 77, 74, 71c.

### Garment Leathers Slow

Higher prices are being quoted on both suede garment and grain garment leathers this week. Sales, however, continue extremely slow as demand from leather garment manufacturers shows little, if any, improvement.

Suede garment leather, while quoted in a range of 38c down to 30c, depending on quality, may be quoted all the way up to 45c, and even 50c, for the very best tannages. The same is true with grain garment leather. The range is now quotable around 38c down to 29c, with better tannages bringing higher money.

Despite recent advances in raw stock, horsehide prices steady to perhaps a shade stronger in some instances. Average price is quotable around 36 to 38c, with better tannages bringing up to 42c.

Suede garment leather 32, 30, 28c  
Grain garment leather 31, 29, 26c  
Horsehide leather (avg.) 36, 38c  
Better horsehide grades 40, 42c

### TANNING MATERIALS UP

New quotations on Quebracho Extract followed last week's price advance of about \$15 per metric ton. Chestnut Extract up 1/4c per pound. Tanning Materials unchanged. Tanning Oils market strong; higher prices recorded on nearly every item.

**SPECIALISTS in SPLITS**

**SUEDE LININGS  
SOLE & GUSSET**

GLOVE LEATHERS.  
HORSEHIDES  
COWHIDES  
SHANKS  
BELLIES  
DEERSKINS  
MOCCASIN COWHIDE

**A.L. GEBHARDT CO.**  
416 N. WATER ST., MILWAUKEE 1, WIS.  
PHONE DALLY 8-6919  
GEBHARDT-VOGEL TANNING CO.  
706 W. OREGON ST., MILWAUKEE

1901-FIFTY YEARS OF CAN KNOW HOW-1951

**STERN  
A GOOD CAN NAME  
SINCE 1901**



5-GALLON SQUARE CAN

STERN CAN COMPANY, INC.  
71 LOCUST STREET, BOSTON 25, MASS.



**Your RX for greater  
Profits  
Alligator Grain**

For Men's, Women's and Children's Shoes more and more designers are prescribing alligator grain leathers for the entire shoe and for vamps, backs and trim, too.

Follow their lead with Mr. Cobbleright's superior alligator grain. Available Now for immediate delivery. Your shoes will look so genuine . . . but sell for dollars less.

GET READY NOW with a more profitable regular and supplementary line. Tie in with Mr. Cobbleright's wanted colors in alligator grain.

Swatches and prices gladly supplied on request.

**N. BREZNER & CO., Inc.**

145 SOUTH STREET, BOSTON 11, MASS. TANNERY: BREZNER TANNING CORP., PENACOOK, N. H.  
REPRESENTED BY St. Louis, Mo., H. B. Avery Co. • New York, N. Y., Homer Bear  
Los Angeles, Cal., Russ White Co. • Montreal, Canada, D. Chouinard  
Rochester, N. Y., John E. Graham

#### Raw Tanning Materials

Dr. 1 Divil, shipment, bags	.....
Wattle bark, ton	.....
..... "Fair Average" \$73.00-\$85.00	
..... "Merchantable" \$70.00-\$72.00	
Sumac, 23% leaf	..... \$105.00
Myrobalans, J. 1s	..... \$45.00
(Crushed \$70.00) J. 2s	..... \$37.00
R. 1s	..... \$46.00
Valonia Cups, 30-32% guaranteed	..... \$56.00
Valonia Beards	..... \$50.00-\$81.00
Mangrove Bark, 30% So. Am.	..... \$51.00-\$52.00

#### Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	.....
Tank cars	3.75-4.00
Barrels, c.l.	4.75
Barrels, l.c.l.	5.10
Chestnut Extract, Powdered (basis 50% tannin), f.o.b. plant	.....
Bags, c.l.	10.32
Bags, l.c.l.	11.02
Cutch, solid Borneo, 55% tannin, plus duty	..... .06%
Gambier Extract, 25% tannin, bbls.	..... .12
Hemlock extract, 25% tannin, tk. cars.	..... .0525
..... f.o.b. wks.	..... .0575
Bbls., c.l.	..... .05%
Oak bark extract, 25% tannin, lb.	..... .06%
bbis. 6½-6¾ tks.	..... .06%
Quercus extract	.....
Solid bark, basis 63% tannin, c.l. plus duty	..... .09
Solid, clar. basis 64% tannin, c. l.	..... .09½
Liquid, basis 35% tannin, bbls.	..... .08½
Ground extract	..... .17½
Wattle bark, extract, solid (plus duty)	..... .078
Powdered spruce, bags, c.l.	..... .05½
..... .05½, l.c.l.	..... .05½
Spruce extract, tks., f.o.b. wks.	..... .01%
Powdered valonia extract, 63% tannin	..... .09½

#### Tanners' Oils

Castor oil No. 1 C.P., drs. l.c.l.	..... .33
Sulphonated castor oil, 75%	..... .28
Cod oil, Nfd., drums	..... 1.20
Cod, sulphonated, pure 25% moisture	..... .16
Cod, sulphonated, 25% added mineral	..... .15
Cod, sulphonated, 50% added mineral	..... .14
Linseed oil tks., c.l. zone 1	..... .152
..... drums, l.c.l.	..... .174
Neatsfoot, 20° C.T.	..... .40
Neatsfoot, 30° C.T.	..... .35
Neatsfoot, 40° C.T.	..... .29
Neatsfoot, prime drums, C. L. L.C.L.	..... .24½
..... .25½	..... .25½
Neatsfoot, sulphonated, 75%	..... .24
Oil, denatured, drs. gal.	..... \$2.30
Waterless, Moellen	..... .19
Artificial Moellen, 25% moisture	..... .15
Chamois Moellen	..... .13½
Common Degras	..... .12
Neutral Degras	..... .23-24
Sulphonated Tallow, 75%	..... .18
Sulphonated Tallow, 50%	..... .13
Saponin compound	..... .14
Sperm oil, 100 seconds	..... .13-15
Sulphonated sperm, 25% water	..... .19
Petroleum Oils, 200 seconds visc. tks., f.o.b.	..... .17
Petroleum Oils, 150 seconds visc. tks., f.o.b.	..... .16
Petroleum Oils, 100 seconds visc. tks., f.o.b.	..... .14
Quotations withdrawn	

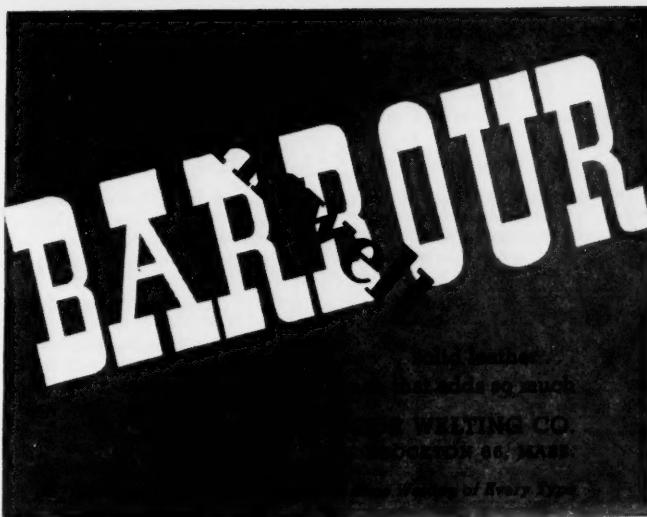
#### LEATHER TASK FORCE

(Concluded from Page 12)

defense orders, but no details were made public.

Industry members attending the meeting were:

Sherwood Gay, Blanchard Bro. & Lane; Fred Becker, The Ohio Leather Co.; A. F. Gebhardt, A. L. Gebhardt Co.; Erhard Buettner, Pfister & Vogel Tanning Co.; Jewett Neiley, Endicott-Johnson Corp.; Kurt Friend, J. Greenebaum Tanning Co.; Joseph Byron, W. D. Byron & Sons; Harold Goodspeed, A. C. Lawrence Leather Co.; Fred Arnold, Jones & Naudin Co.; E. L. Heselton, Armour Leather Co.; Sturgis Stout, John R. Evans & Co.; Richard Stewart, Leas & McVitty, Inc.; Clayton Van Pelt, Fred Rueping Leather Co.



**GENUINE KANGAROO SUEDE KID**

TRADE MARK REG. U.S. PAT. OFF.

**BLACK GLAZED KID KID LININGS**

**SURPASS LEATHER COMPANY**  
9th and Westmoreland Sts., Philadelphia 40, Pa.

**Little Man Says:**

Sales curves climb and climb when George Limon handles your contract tanning because Limon gets the best out of splits and sheep. In tanning, Limon's tops. Call him today.

**GEO. LIMON TANNING CO., INC.**  
Foster St., Peabody, Mass.  
Telephone: Peabody 2602

## PACKER HIDE PRICES RISE AGAIN UNDER BUYING PRESSURE

### Trading Reported At 1 1/2c Above Recent Ceiling Despite Freeze

Calfskins quiet, kipskins steady. Small packer hides strong. Other selections nominal. Horsehides very strong under Government order.

#### Packer Hides Spotty

An outside packer broke through the voluntarily held ceiling this week with some trading at 1 1/2c higher, volume estimated to be on the small side, no quantities given. While some said that all selections were involved, the seller was reported to have confirmed trading in Colorado steers, heavy cows and branded cows. The trading was the result of enormous pressure exerted on the hide market by tanning interests. Tanners have been itching to buy hides at higher prices, a fact shown in the trading in small packer market where prices are almost on a par with the big packer levels. Higher bids had not been placed with Big Four packers until this outside packer

trading was done, tanners unwilling to approach the subject of higher money to packers because of the packers very firm stand on trying to "hold the line."

Sellers have considerably fewer hides on hand than estimated. Packers state allocations meager, largely because the supply of hides is small.

Futures have risen sharply, not necessarily because of the higher tendency of spot hides, but because of a squeeze on short position traders. Limited activity at the advances is testimonial to this belief.

#### Calfskins Quiet

While it has been felt that higher money has been realized on some big packer Northern and River calfskins, no generally reported activity has been noted. Sellers, generally, are quiet, having little to offer. The market is considered firm to strong, strong in view of this price control possibility. Quotations unchanged at 82 1/2c for Northern lights, under 9 1/2 lbs., and 77 1/2c for heavies, 9 1/2 to 15 lbs. Rivers quoted at 80c for lights, 75c for heavies. Outside market quotations unchanged.

New York trimmed packer calfskins are quoted at \$4.90, \$5.60,

\$6.60, \$7.50 and \$9.60 respectively for 3/4's, 4/5's 5/7's, 7/9's, and 9/12's. Collector calfskins are figured at \$4.15, \$4.75, \$5.75, \$6.75 and \$8.75 respectively.

Big packer regular slunks quoted at \$3.75, hairless \$1.15.

#### Kipskins Steady

Packer kipskins hold steady at 60c for Northern and River production, 55c for overweights from similar points. No new activity reported, very little to do trading with. Small packer kip figured in range of 48 to 50c countries 38 to 40c.

New York trimmed packer kipskins quoted at 10.85 for 12 to 17's, \$13 for 17's and up, collector trimmed skins quoted at \$9.75 and \$10.50 respectively.

#### Small Packer Hides Up

In just a week's time, the small packer hide market has advanced at least 2c per pound. Both large and small tanners, unable to purchase desired quantities of big packer hides to maintain their wetting position, have stepped out in the small packer hide market and have literally created a "run-away" market.

Heavy average weights, such as 60 lb. Midwestern small packer hides have brought as much as 35c flat, FOB basis, 66 lb. averages 34 1/2c flat, FOB, and 60/63 lb. averages 35 1/2c flat, FOB basis. These sales alone represent advances of about 1 1/2c compared with quotations at the close of last week. In Southwest,

*Linco*

Time-Tested

### FORMULAS

"LET LINCO PRODUCTS  
HELP YOU MAKE BETTER  
LEATHERS AT LOWER COST"

L.  
H.  
LINCOLN  
and  
SON  
INC.  
•  
COUDERSPORT  
PENNSYLVANIA

BATES  
LEATHER FILLERS  
SOLE-LEATHER  
FINISHES  
SPONGING AND  
WASHING COMPOUNDS  
TANNERS SUGAR  
AND LIME  
COLLOIDAL CLAYS  
CHEMICALS

#### QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers .....	35	39 1/2 N	34	-38
Ex. light native steers .....	42 N	40 1/2 N	40	27
Light native cows .....	39	40 N	37 1/2 - 38 1/2	37 - 38
Heavy native cows .....	36 1/2 - 37 N	35	35 1/2	34 1/2 - 35
Native bulls .....	26 1/2 - 27 N	25	25 1/2	24 - 24 1/2
Heavy Texas steers .....	33 1/2 N	31 1/2	31	31 1/2
Light Texas steers .....	37 1/2 N	36	35 1/2	19 1/2
Ex. light Texas steers .....	39 1/2 N	38 N	38 1/2	21
Butt branded steers .....	33 1/2 N	31 1/2	31	31 1/2
Colorado steers .....	32 1/2	31	30 1/2	18
Branded cows .....	36	36 1/2	34 1/2 - 35	34 - 34 1/2
Branded bulls .....	25 1/2 - 26 N	24	24 1/2	23 - 23 1/2
Packer calfskins .....	77 1/2 - 82 1/2	77 1/2 - 82 1/2	77 1/2 - 82 1/2	57 1/2 - 70
Chicago city calfskins .....	59	61	59	61
Packer kipskins .....	60	60	60	42 1/2

#### HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Jan. 4	Close Dec. 27	High For Week	Low For Week	Net Change
January .....	37.35 B	31.65 B	37.35	32.00	+570
April .....	36.55 B	31.15 B	36.55	31.65	+540
July .....	36.25 B	30.84 B	35.90	31.25	+541
October .....	35.25 B	29.95 B			+530
March .....	37.85 T	32.25 B	37.90	32.65	+560
June .....	36.89 B	31.40 B	36.80	31.55	+540
Total Sales: 198 lots					

situation more critical, prices completely out of line with tanner's interest. In many cases, sales of small packer hides either compared with big packer prices, or have even gone beyond them.

Small packer bulls nominally quoted at 23c selected, in carload lots, FOB shipping points, in lieu of any reported sales.

#### Country Hides

With no trading at hand on which to base the market, prices are purely nominally about 1c higher, influenced mostly by sharp strength in the small packer hide market. Country hides, averaging around 48/50 lbs., are quotable in a range of 33 to 33½c flat trimmed for 1's and 2's, in carload lots, FOB shipping points. The market is featured by the almost complete lack of offerings. Authoritative sources claim this is due to the sharply higher livestock markets throughout the nation, at which points farmers are induced to market their cattle rather than slaughter them, or ship them to locker plants, or other places.

#### Sheep Pelts Steady

The rumors floating around the past week regarding high prices for Western lamb pelts are no longer being talked about. Actually, the highest prices now being quoted concerns those that the Iowa-Minnesota Interior packers obtained last month, which ranged around \$7.25 to \$7.50. Any higher prices lack confirmation.

In the big packer market, no new sales are being reported. Last sales involved Fall clips at \$5.10, with some talk that sales have been made up to \$5.25. No. 1 shearlings sold last at \$4.25, No. 2's at \$2.50 and 3's at \$1.80. Big packer pickled skins are quotable at \$17 to \$18 per dozen.

#### Horsehides Strong

Market is very strong, continuing to reflect the recent Government order for large quantities of horsehide leather for gloves for military use.

Good quality trimmed Northern horsehides, mostly slaughter production, averaging around 65 lbs., are quoted at \$13, carload lots, basis FOB shipping points. Untrimmed lots may be figured around \$14, and up, depending upon the weight and quality.

Fronts quotable around \$9.00 to \$9.25 and butts \$4.75 to \$4.85 basis 22 inches and up, and even up to \$5.00, depending upon quality.

# BIG NEWS!

**The WALTON SHOE PLANTS are now available For Sale, or Will Lease on 10 to 15 year net leases. Ample, friendly labor assures economical year 'round working conditions. All utilities, plenty of parking area, strategic location less than 3 minutes to Boston. Size of factories vary from 3500 sq. ft. up to 180,000 sq. ft. Immediate possession.**

#### LESMARC & COMPANY

120 Potter St., Cambridge, Mass. Phone TR 6-3788; 6-5195  
719 Boylston St., Boston, Mass. Phone CO 7-0220; 0221; 0222

# Tanners

• Use Clinton's special prepared, laboratory tested products to assure unvarying uniformity.

**CORN SUGAR  
CORN STARCH**

**CORN SYRUP  
LACTIC ACID**

Over 41 years experience behind Clinton's laboratory service to tanners.

**CLINTON FOODS INC., CLINTON, IOWA**

The logo consists of the word "CLINTON" in a bold, sans-serif font, enclosed within a stylized, angular frame that resembles a diamond or a series of connected chevrons.

## Why Buy Imperfect Plates?

STANDARD GUARANTEES THE MOST PERFECT PLATES MADE, VARYING NOT MORE THAN 1 THOUSANDTH OF AN INCH ON BOTH SIDES, AT PRICES NO HIGHER THAN IMPERFECT PLATES.

### STANDARD EMBOSSED PLATE MFG. CO.

Since 1888, Manufacturers of

SOLID STEEL ENGRAVED PLATES  
ELECTROTYPE EMBOSSED PLATES  
SMOOTH PLATES  
ALL SUPPLIES FOR BUILDING BEDS

129-131 PULASKI STREET

NEWARK 5, N. J.

### Reptiles Strong.

Except for certain descriptions, not much business, as buyers claim that leather is not moving and they would like to see some of this liquidated before they commit themselves further on raw stock.

India market a little stronger and some bids refused by shippers. Madras bark tanned whips, 4 inches up, averaging  $4\frac{1}{2}$  inches, 70/30 selection, available at 85c and best indications at 80c, which sellers have thus far not accepted. Some operators feel they could obtain some skins at that price. Skins averaging  $4\frac{3}{4}$  inches held at 95c with bids of 87c refused and on skins averaging 5 inches, bids of 90c were refused.

Various offerings of cobras at 56-58c for skins 4 inches up averaging  $4\frac{1}{2}$  inches combined with some averaging  $4\frac{3}{4}$  inches but no sales confirmed. Vipers slow and nominal. Lizards strong as France is operating and paying much higher prices than indicated by buyers here. Some offers of Calcutta oval grains, 40/40/20, 90/10 selection, at 29-32c. Bengals and Agras not offered.

Not much business in Siam for shipment as there are still good sized quantities on spot. For shipment, aers, 8 inches up, averaging 2.8 kilos, available at 20-21c while 8 inches and up chouyres held at 45c.

Brazil market quite active on back cut tejus and sizable quantities sold at 75c fob. Sales have ranged from 72-77c fob., as to assortment and shipper while sellers are now asking 78-80c fob. for business. Offerings of giboaies at 92c fob. and best kids 88c fob. Some asking up to 95c fob. Dry chameleons not offered. Some offers of wet salted Colombian iguanas at 25c.

No offers from the Argentine and it is possible that the embargo may

continue for the all season again. Some offers received of Madagascar crocodiles but prices are higher than the local market. There is good demand for these and alligators but not at prices asked by shippers, who claim they are realizing their ideas in Europe. Ring lizards offered at 1.05-1.10 for 20/24 centimeters and up to \$2.05-2.10 asked for 25 cms. and up, averaging 32 centimeters, 50/50 assortment. Small parcels offered at \$1.85-1.90.

### Dry Sheepskin Slow

While a little more interest is evident, trading is restricted due to small offers and high prices asked. Wool sheep markets quite strong and latest advices from Chile state Punta Arenas butcher sheepskins now held at \$1.10 per lb., c&f. basis.

Montevideo quarter wool held at 82c per lb., c&f. No late advices from Australia due to holidays. Reports, however, state that sellers have very high ideas.

Hair sheep markets continue strong. Following sales of Brazil cabrettas at \$16.50-17.00 per dozen, basis manufacturers, shippers advanced their ideas, claiming they are short of supplies and cannot make many offerings. Cape glovers selling to England at 180 shillings. England also buying Addis-abbeba slaughterers' at \$13.95 per dozen. Other offers small and firmly held.

Shearlings very high but some business effected in Montevideo descriptions, which seem to be the only skins being offered at prices that buyers can meet. Mouton descriptions sold at \$6.30 while 1/4-3/4 inch went at \$3.35 and 1/2-3/4 inch at \$3.65. Following this trading, however, shippers advanced their ideas, asking \$3.55 for 1/4-3/4 inch, \$5.20 for 1/2-1 inch and up to \$7.20 for

butcher shearlings, merino and fine crossbreds, 1-2 inches, trimmed and running 110 feet. It has been difficult to obtain offers from the Argentine or the Cape as shippers claim they have been selling skins elsewhere at much higher prices than can be realized here.

Slats have also firmed up and latest reports state shippers' ideas for Peruvians at \$4.50-4.75 per dozen. Agents here state it is difficult to get offers as the market is stronger due to European buying. Papras have also advanced and latest asking price for 1,000-lbs., \$10.50 per dozen.

### Deerskins Wanted

More demand evident and buyers are coming into the market. While most government contracts specify domestic deerskins, it is understood that some "jacks" are being used. Brazil "jacks" sold at 77c fob. and Peruvian "jacks" at slightly less, basis importers. Relatively few offerings. Good demand for New Zealand and Chinas but difficult to get the latter and the former is held at very high levels.

### Pigskins Static

Firm but due to lack of offerings, trading at a minimum. Selling quarters state that it would take at least \$3.00, basis manufacturers, to obtain any Manaos grey peccaries and 10c less for Parac with the usual differential on the blacks, due to active buying by Europe. Some Bolivian peccaries sold at \$2.35, basis importers, but price was due to the lot running mostly blacks as usual grey and blacks are considered \$2.40-2.45, basis importers. Europe paying \$3.35 fob. for wet salted capivaras, far above the ideas of buyers here. Last sales of dry Chaco carpinchos at \$3.35, basis manufacturers.

## LEATHER

YESTERDAY—TODAY—  
ALWAYS

**DEERAMMABATE**

**COMPOUNDS AND LIQUID EXTRACTS**

**AMERICAN EXTRACT CO.**

PORT  
ALLEGANY, PA.

# NEWS QUICKS

*About people and happenings coast to coast*

## New York

- **Shoe Form Co., Inc.**, Auburn, has opened a New York office and showroom at 3012 Empire State Building, according to Frank P. DeWitt, president. Owen W. Comstock is in charge of the new office, which is expected to facilitate selection of proper Fairy Forms for effective display of shoes and hosiery as well as providing expert display consultation service. Charles Zissel will continue in charge of sales in New York.
- **Jacques Meyer** has retired from active service with Edmond Weil, Inc., New York City, after 53 years with the firm. He will continue to serve on the board of directors.
- **R. & A. Leather Finish Co.** has moved its factory and offices to larger quarters at 812 East 43rd St., Brooklyn 10.
- Approval of a plan to reorganize **J. G. Menihan Corp.**, Rochester footwear manufacturer, has been given by Federal Judge Harold P. Burke. The firm will pay all unsecured creditors 20 percent cash and all priority claims, including that of the Government, in full, before being reorganized to undertake the manufacture of parachutes for the Government.
- **Jack Wayne** has been promoted from sales manager to general sales manager of Honeybugs, Inc., manufacturer of slippers.
- **Leon Tannebaum** has been appointed sales director for Campus Queen Leather Products Co., New York manufacturer of handbags.
- **Ragley Shoe Corp.**, Brooklyn, is reported to have been closed by the sheriff under execution. Assets brought \$175.
- **Diana Fix Corp.**, manufacturer of shearing house slippers, will be located at Paterson, N. J., it is reported. The firm has been at 190 West 237th

St., New York, but will occupy the same building as its tanning division.

- **Meltzer Footwear, Inc.**, New York slipper manufacturer, has changed its name to Blossom Footwear, Inc., it is reported.

- **Mike Steinberg** has joined Raymick Shoe Fabrics Co., New York City. He will serve on the firm's sales staff.

• New York County Court has made an assignment on **Liglon Inc.**, New York manufacturer of women's sandals.

- **Arthur Schoen** will join the New York shoe manufacturing firm of Evins, Inc., as associate director of merchandising and sales.

• **The British Leather Footwear and Allied Industries Export Corp., Ltd.**, is sponsoring a new showroom at 500 Fifth Ave., New York City. A. A. Foss is in charge.

- Assignee's sale of assets of **Sporting Shoe Co., Inc.**, New York, was held on the premises Dec. 28.

• **California Footwear Co., Inc.**, New York footwear manufacturer, has been adjudicated bankrupt.

- **Colonial Footwear Corp.** has been organized to manufacture women's soft sole slippers in New York City. Michael Ludmer is president and Jack Zablow is treasurer.

• Eastern Footwear Corp. of Dolgeville is reported to have offered to buy the assets and goodwill of **Charlsam Footwear Co.**, Brooklyn women's footwear manufacturer, for an amount not less than 25 percent of outstanding indebtedness as of Aug. 25.

- **The Borden Co.'s Chemical Division** in New York, manufacturer of casein products for use in leather finishes and other products, is celebrating its Golden Anniversary.

• **Acme Backing Corp.** has opened a sales office at 432 Fourth Ave., New York City because of greatly increased demand for its coated fabrics by packaging firms and converters in other fields than the shoe trade. The company is again processing large military orders with production at its Brooklyn plant now exceeding 100 hours weekly.

- **J. S. Johnson** has been appointed assistant to the president of **United States Rubber Co.**, New York, succeeding G. R. McNear. The latter has been elected a director and managing director of North British Rubber Co., Ltd., Edinburgh, Scotland, in which U. S. Rubber is a substantial stockholder.

• **Sunrise Footwear, Inc.**, was recently organized by Max Goodfriend and Jack Gilbert to make women's footwear at 133 Reade St., New York.

- **A. & T. Leather Finish Co., Inc.**, has been organized in Brooklyn. Max Tirschwell is principal.

• **Lederboer Co., Inc.**, has been organized to deal in hides, wool and other products in New York City.

- **Capri Shoe Corp.** has been organized to manufacture footwear in New York City.

• **Darling Shoe Co.** has been incorporated in New York City.

- **Elmer B. Gore**, auditor of **G. R. Kinney Co.**, is retiring after 36 years of service with the 25-store shoe chain. He recently observed his 65th birthday.

• **The Brand Names Foundation** has announced it will award a certificate of distinction to the retail shoe store which does the outstanding promotion emphasizing the benefits of the nation's brand system and the reliability of branded products. The award will be made on April 11, 1951, designated Brand Names Day.

## Tennessee

- **J. T. Griscom** has joined the sales and marketing division of General Shoe Corp., Nashville, where he will work under M. W. Wigginton, distribution director. He was formerly president of Farm and Ranch Publishing Co. in Nashville.



**CHARMOOZ**  
THE PERFECT SUEDE LEATHER  
BLACK AND COLORS  
AMALGAMATED LEATHER CO.'S. INC.  
WILMINGTON 99, DELAWARE

**NOW!**

**NEW**  
**DRY-BRITE**  
**EDGE**  
**FINISHES**

**HABU-GLO**  
SERIES 6000

by HADLEY'S

for RUBBER and PLASTIC soles



**FLEXIBLE FINISHES that will not CRACK or BREAK**

THEY FILL  
A LONG-FELT  
NEED IN THE  
SHOE  
INDUSTRY

- Will not crack or flake off.
- Afford a bright, attractive glow.
- They apply easily (by machine or hand)  
... Always Dry Bright ... No Buffing  
Necessary.
- In All Colors to Meet YOUR Requirements.

THERE ARE NO EDGE FINISHES TO MATCH HABU-GLO 6000 SERIES EFFICIENCY

SAMPLE  
FURNISHED  
UPON REQUEST

Just indicate  
whether for  
machine or  
hand applica-  
tion

SINCE 1919

**HADLEY BROS.-UHL CO.**

314 CALVARY AVENUE • ST. LOUIS 13, MO.

In Wisconsin  
G. M. WILLIAMS

In Tennessee  
E. B. WEST

Ohio-Pennsylvania  
HARRY D. WARD



LYNN INNERSOLE CO., ALLSTON, MASS.

**LYNN**  
**INNERSOLES**  
**PLATFORMS**  
**WEDGIES**

**Massachusetts**

• **Berned Shoe Co.**, Boston manufacturer of dance footwear, has taken larger quarters at 207 Essex St. Offices are now located at rooms 210-211 and the shipping room is at rooms 222-225.

• **Julius Huvos**, European tanner, and brother of Emery Huvos, hide buyer at Geilich Tanning Co., Taunton, recently arrived in this country. Formerly in the tanning business in Hungary, he was more recently production manager with H. Schotte & Fils, noted calfskin tanner of Alost, Belgium. Huvos and his wife will make their home in the U.S.

• **Herman M. Davis**, treasurer of American Finish and Chemical Co., Chelsea, has been named by the National Production Authority to serve on the Leather Shoe Manufacturers Technical Committee of the Industry Operations Bureau.

• **Hyman Prizer** is reported to have resigned from Barry Manufacturing Co., Inc., Lynn footwear manufacturer. Samuel Rothbard and Leopold Gottlieb continue as principal officers.

• Assets of **Jerry Shoe Mfg. Co., Inc.**, Boston footwear manufacturer, have been appraised as follows: inventory, \$12,008; machinery, \$4,900. Liabilities are \$47,900 unsecured.

• Shoeworker members of the **Brotherhood of Shoe and Allied Craftsmen**, Brockton independent, are now paying dues of 40 cents per week. The rate was formerly 25 cents weekly.

• **Galray Shoe Co.**, Lawrence manufacturer of women's shoes, has changed its name to Blue Bonnet Shoe Manufacturing Co. and is reported to have become a division of Hiatt Shoe & Rubber Co., Orange.

• **John Shevenell**, associated with the late Harry Miller until his death, has been named to represent **Thomas Taylor and Sons** in the territory formerly covered by Miller. He will maintain the same offices and staff at 21 Spruce St., New York City.

• Consolidation of **Schwartz & Benjamin, Inc.**, of New York and Massachusetts and **Casino Shoe Co., Inc.**, New York, has been approved by the Massachusetts Department of Corporations. All three companies will merge under the name, Schwartz & Benjamin, Inc., of New York. Benjamin D. Schwartz is president.

• **Hub Heel Corp.** has been organized to manufacture heels and other shoe supplies at 159 Devonshire St., Boston. Alan G. Seligman is president with Murray D. Kramer as treasurer.

• **Heller Leather Corp.** will manufacture leather and other soles at 535 Albany St., Boston. Irving Heller is president.

• **Fiestas Shoes, Inc.** will make shoes, other footwear, etc. at 247 Atlantic Ave., Boston. Joseph P. Famolare is president and Harold E. Morasco is treasurer.

### Missouri

• **William P. Bradbury** has been appointed assistant plant manager of United Shoe Machinery Corp.'s Die Plant in St. Louis. Bradbury was originally employed at this plant and then became a salesman of USMC cutting dies and other products in St. Louis. More recently, he has been concerned with production at the plant.

• **Joseph W. Kopman** and **Joseph E. Woracek** have resigned as president and secretary of **Kopman-Woracek Shoe Mfg. Co.** at Flat River. Ely Kopman and Al Schoenwald are the new president and treasurer.

### Virginia

• **Stephen J. Blaut** has been elected vice president of the **Virginia Oak Tannery, Inc.**, Luray, Va. Arthur Blaut is president and treasurer.

### Rhode Island

• **Respro Inc.**, Cranston manufacturer of shoe materials, has named John E. Shevenell to handle its products in New York and Pennsylvania, the territory formerly handled by the late Harry Miller. Offices will be maintained at 21 Spruce St., New York City.

### New Hampshire

• **Cortell Shoe Co., Inc.**, Manchester footwear wholesaler, has changed its name to Buskens, Inc., to conform with its nationally-branded line of footwear.

• **Earl Philbrick** has been appointed operating superintendent of the **Brown Co.**, Berlin manufacturer of shoe innersoles and other products. Philbrick has been with the firm since 1927.

• **Bali Footwear Co.** has begun operations in its new Lisbon plant made possible when 15 volunteers raised \$27,000 in three weeks to finance construction of an addition to the factory building. The firm expects to employ 150 workers and reach a daily production of 1500 pairs.

DEPENDABLE for QUALITY

**STRIPPINGS**  
by GAYWOOD

Always...



CUSTOM-MADE to fit your needs

...in leather or fabric of every type,  
plain or in colors, to your exact specifications. What are your needs? GAYWOOD quality and delivery are tops.

WRITE FOR SAMPLES AND PRICES

REPRESENTATIVES  
H. A. Cohen, San Francisco  
Leather Products Co., Milwaukee

Alfred G. Schuh, Cleveland  
J. P. McGrath & Son, Rochester, N.Y.

Jean Hilt, Denver, Colo.

Vogel Holmboe, Baltimore

Agents in Many Foreign Countries

ALWAYS

• UNIFORM

• ALL COLORS  
AND COMBINATIONS

• PROMPT  
DELIVERY

**GAYWOOD**

MANUFACTURING COMPANY  
1906 PINE ST. • ST. LOUIS 3, MO.  
SERVING AMERICA'S LARGEST SHOE INDUSTRIES

Agents in Many Foreign Countries



- **Guaranteed Ankle comfort**
- **Firm Side Wall**
- **One piece — Not Laminated**

- **Hugs the wood**
- **Trim Top Line**
- **Flexible-Resilient**
- **Non-Squeak**
- **Solid Seat**

... and assures you the ultimate quality  
plus beautiful footwear

**VAN HORNE-KAESTNER LEATHER CO.**  
1911 SOUTH ALLIS ST., MILWAUKEE 7, WISC.

A COMPLETE BINDING SERVICE

"The Rotary Way" combines the use of "Rotary" full and semi-coated French Cord Binding with the "Rotary" French Cord Turning machine. Our exclusive coatings, when used with our equipment are guaranteed not to clog machines.

THE  
Rotary  
WAY

ROTARY MACHINE CO., INC., LYNN, MASS.

## APPLIED SHOE ENGINEERING

(Continued from Page 7)

of cement used. This latter saving was, of course, due to the lack of wastage in individual cans and the lack of spillage when pouring the cement from the cans into the cement machines. Further, since the machine reservoirs are never open, there is no occasion for cleaning them, and once indeed the cementing machines are on the line the only reason for taking them off is mechanical failure of the machine itself. (The machine heads, feed rolls, etc., obviously must be cleaned as usual.)

The system which was installed at the Selby Shoe Company paid for itself out of these savings in a little over six months' time.

It is not hard to visualize a central pumping system for all of our shoe factory fluid materials so that the age-old problem of small containers and the losses from them, the mess on the floor, and the soiled hands and shoes which seem to go along with the distribution of cements, solvents, and the like in bulk, can be eliminated successfully.

We should be doing much more to make appropriations for instruments for ourselves and acquire the knowledge necessary to use them. No claim is made that the instruments which are mentioned in the section which follows are new. In fact, they have had long years of use, both inside and outside of the shoe industry. The applications of them, however, may be new to some of you.

### Alnor Velometer

This equipment, made by the Illinois Testing Laboratories, Inc., is useful in checking exhaust systems, ventilating systems, and spray booths in shoe factories. In fact, it is a universal air flow measurement instrument. (See Figure 2.)

We have found that some of the difficulties alleged to exist in spray booths were not the fault of the exhaust system in the booth, but were the result of improper gun adjustments. In other cases we found the velocity of air movement through the booth so low that satisfactory operation was impossible. This instrument checks either the volume of air flowing, the velocity with which the air goes through the opening—a very important point in spray booth design—or the pressures which are to be found in the air ducts, either positive or negative.

Some of the changes which have

been made from time to time in shoe factory exhaust systems, in an attempt to improve them, could have been avoided, and some of the inadequacies could have been foreseen ahead of time had this type of equipment been used.

And if we design exhaust systems adequately, there will be less dust and dirt to clean off our shoes when they arrive in the cleaning room.

### Recording Tachometer

The Esterline Angus Company manufactures recording electrical instruments. One version of these instruments is the Recording Tachometer. (See Figure 3.)

This instrument would not be useful in most small shoe plants, but most certainly is a satisfactory and useful tool in large plants, or in a shoe industry experimental laboratory. We used it effectively to determine the stitching speed which we could hope to obtain on various fitting room operations, and through its use we have established beyond reasonable doubt the speed which we can expect to attain on certain types of stitching. The information obtained in these experiments was used in two ways:

- (1) As a basis for the establishment of standard hour incentive systems in stitching rooms.
- (2) As a guide to the design of an improved shoe factory line shaft driven sewing machine transmitter.

In shoe factory work the sewing machine seldom runs for any length of time at its top speed, with the possible exception of such operations as closing. Most of the demand is for sudden starts and stops, and if the operator has a positive transmitter which does not vary in the distance it takes to start and stop, it is easy to see that she can make better speed and attain higher figures of production consistently than if she had a transmitter which at best performed erratically.

Endless rubber V belt drives from the transmitter to the sewing machine are important if the best performance is to be obtained from the transmitter.

### Service Recorder

This is a simple instrument used for recording running time on any kind of machine. In one of our plants we use it for recording "down time" on a conveyor. (See Figure 4.)

There is a rotary chart which consists of a wax-coated paper disc driven by a spring wound or electric

clock. There is a small stylus which is operated either by a pendulum or by an electrical device which vibrates back and forth as long as the equipment is operating, and remains stationary when the equipment is not operating. Consequently, either type produces a chart which shows a broad line during periods of operation and a narrow line during periods when the machinery is "down." The instrument is used widely in the trucking industry to show running time and "down time" on trucks and has found its place in many widely diversified operations in all industries.

It is a useful tool for installation on equipment when there is an honest difference of opinion between the union and the management as to the actual amount of "down time" on a job. No instrument, of course, will operate satisfactorily if either party in the argument is not sincere in its purpose, since instruments, as well as observers, can be fooled by a special demonstration. Where there is no connivance, or where long periods of study are possible, the Service Recorder will take the guesswork out of delay time allowances.

### The Marstochron

In time study work it is frequently impossible to get accurate studies on very short elements of some operations. In the shoe industry, we have many extremely fast operations, and the only way we can get information from which to build proper catalog or hand book standards, is to break out these elements accurately on a scientific basis. It was to solve such a problem that the Marstochron was developed. It is a simple little gadget which consists of an electric Telechron motor which drives a calibrated tape and typewriter-like keys which will mark this tape. (See Figure 5.) It is therefore only necessary for the operator to inter-relate the key markings on the tape with the elements being done on the job. Since the tape is calibrated to the nearest hundredth of a minute, very accurate time values can be obtained, and it takes the guesswork out of this phase of the time study. We have used the device at rather infrequent intervals, but it has been extremely valuable in those jobs where elemental accuracy is essential. (See Figure 6.)

Such an instrument simply records the reactions of an observer. It is therefore just as essential (perhaps even more so) to have an experienced and thoroughly sound time study observer using the Marstochron as in the case of a stop watch.

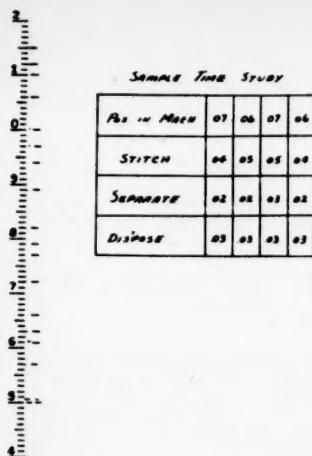


Fig. 6, Sample Marstochron Chart

The Friez Instrument Division of the Bendix Aviation Corporation has developed a satisfactory temperature and humidity recording instrument for use in shoe factories. (See Figure 7.)

Since we deal with hydroscopic materials almost entirely in shoe manufacture, control of temperature and relative humidity in the plant is of utmost importance. Problems involving mulling, drying, and general factory humidity will find their solutions in the action resulting from an adequate amount of knowledge concerning the moisture in the air as the shoe moves through various phases of production.

While all hygrometers, and especially the recording types, need frequent servicing and recalibration, we have found the Friez instruments quite satisfactory for a wide range of shoe factory conditions.

For example, we had a problem with one of our mullers. We thought that the difficulty was that the muller did not have enough moisture dispersion capacity. When we put the portable recording hygrometer in the muller over night, however, we discovered that the muller was quite satisfactory as long as it had a supply of steam, but that there was a stoppage in the steam supply which only occurred when pressure dropped during the night. Consequently, the muller itself proved quite satisfactory when the steam supply was corrected.

Instruments of this kind, when properly used and interpreted, can save a good many "cut and try" revisions, which are sometimes carried out in an attempt to improve conditions in shoe manufacturing.

The question, "How hot do you heat your leather?" can seldom be answered with assurance. We have used the available thermometers, but they frequently give erroneous readings.

The Tempil Corporation of New York has a line of products used in other industries which enable the shoe manufacturing executive to pin down his heating or drying problems.

A "Tempilstik" is a crayon-like device used to mark on the surface being checked. It is made in a number of standard temperature ratings, and by marking a series of these on a heated surface, and noting which mark turns liquid, the temperature

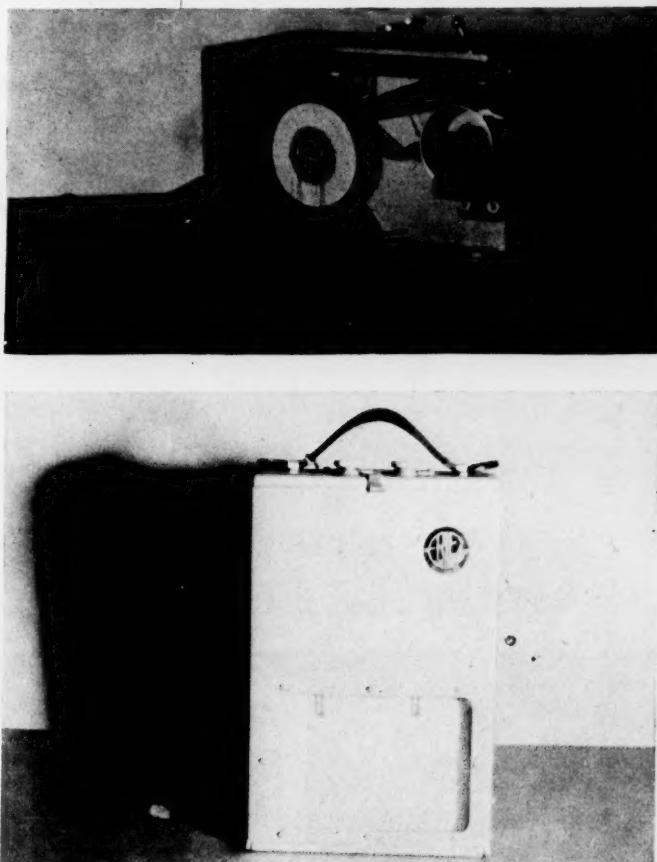
of the surface can be determined quickly and with reasonable accuracy.

"Tempilaq" accomplishes the same purpose. Strips can be painted on the surface to be checked, and the highest rated one which melts indicates the temperature achieved.

We, as shoe manufacturers, should have tables of temperature standards, within which we know we can operate without damage to the leather, or without creating undue shrinkage which sometimes causes shoes to fit snug after they are off the wood.

(Note: The second and concluding part of this article will appear next week in our Jan. 13 issue.)

## SCIENTIFIC SHOE INSTRUMENTS



Top: (Fig. 5)—Marstochron recording stop watch for short time-study intervals on fast jobs.

Bottom: (Fig. 7)—Friez Humidimeter for recording Relative humidity and dry bulb temperature.

# WINSLOW



KIDDIE CHROME  
FULL CHROME TANNED  
**LAMBSKINS**

**WINSLOW BROS. & SMITH COMPANY**

STORES: BOSTON, 97 SOUTH ST. • NEW YORK, 12 SPRUCE ST. • CHICAGO, 173 NO. FRANKLIN ST.

**THIELE LEATHERS**

*by*

**Greenebaum**

**VEGELEEN®**

For the over-all demand for deep-toned, aniline finishes on full-bodied combination tannage, our Vegeleen is acclaimed superior.

J. GREENEBAUM TANNING COMPANY  
CHICAGO MILWAUKEE BOSTON

Now, too, the **OUTSIDE** story of all good shoes

**camblene**

A premium aniline leather by the makers of Cambium and Geilich Linings.

**GEILICH LEATHER CO., TAUNTON, MASS.**



## FIRST QUALITY

Many manufacturers who carefully guard their built-up prestige insure the superior quality of their products by using THIELE LEATHERS, because they have entire confidence in Thiele's set policy of uniformly-high standard quality through every phase of Tanning.

• SPORTING GOODS and GLOVE LEATHERS •  
GARMENT • HORSE • COW BELLIES • DEERSKINS • SPLITS  
Also Contract Work

127 N. 27th St., Milwaukee 8, Wis.

**THIELE TANNING COMPANY**

# CLASSIFIED ADVERTISING

## Wanted and For Sale

### Lines Wanted

LARGE NEW YORK JOBBERS, rated over \$100,000 in first column, are now seeking to take on regular commission lines of leather and sundry items.

We have a staff of five salesmen calling on N. Y., N. J., Conn. and Penn. Territory.

We occupy entire 6 floor building in the Heart of N. Y. leather Swamp and in this business for over 25 years. Can arrange to carry samples, inventory, etc. Would like to hear from interested parties. Address M-10, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Softko Tool & Die Co.

MFRS. glove turning equipment. Glove dies—sporting goods dies—shoe dies—clicker dies—envelope and adjustable dies. Also repair and sharpening dies. Finest accurate dies made in U.S.A.

4053-4055 Carroll Ave.,  
Chicago 24, Ill.

### Sheridan Press Wanted

SHERIDAN PRESS headsizes 48 x 26".

Address M-16,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Wanted Contract Tanning

WE HAVE excess Tanning Capacity and Technical knowledge for the Tanning of Vegetable, mineral leathers or combination of both.

Write Chas. A. Schieren Company,  
Bristol, Va.

### Sales Organization Wanted

SOUTH AMERICAN TANNERY making industrial and high-grade finished leather for shoe and fancy manufacturing is looking for a well organized sales agency in U. S. A.

Address A-3,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

### Barrels and Drums Wanted

WE BUY emptied wooden barrels and steel drums at any point. Please write for quotations.

MASLOW COOPERAGE CORP.,  
16 Court St.,  
Brooklyn 2, N. Y.

### Investigate "CONTROLLED STITCHING"

Perfect work at higher speed and lower cost. Good stitchers become better; poor stitchers become good. Results absolutely guaranteed.

### AJAX MACHINE COMPANY

170 Summer Street  
Boston 10, Mass.  
Tel. Liberty 2-8684

### Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands no later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.  
300 W. Adams St. Chicago 6

### For Sale at Low And Attractive Prices

Wool Blanket Ends  
Wool & Cotton Blanket Ends  
Cotton Blanket Ends

Canton Flannel Full Stock, also  
Various Lengths, Jobs, Shorts

Imitation Leather Full Stock and Remnants  
All Kinds & Colors & Weights  
Also, Block Cuts

Book Binding Cloth Full Widths — In Rolls —  
Various Colors

Felt — Rolls — Shorts — Remnants

Knitted Fabrics

Raw Materials—in Carloads or Small Lots.  
A Building Full of Bargains.

We Just Keep Moving Our Stock.

Take Advantage of Our Low Prices.

One of Our Satisfied Customers.

We Guarantee Satisfaction.

Write for Your Needs — We Will Reply  
Promptly and in Detail with Samples,  
if necessary.

CENTRAL MERCANTILE CO.  
217 Milwaukee Ave., Chicago 6, Ill.

### Help Wanted

### Representative

A MAN WHO knows something about shoe-making by the Cement Process . . . one who perhaps knows many of the executive personnel of New England shoe factories, can make a profitable connection with an established, responsible manufacturer offering Cementing Equipment on a basis that appeals to shoe factory executives. Write us fully of your experience. Lamac Process Co., Erie, Penna.

### BOUGHT — SOLD

Titaniums — Lithopone  
— Zinc Oxide — Cellosolvents  
— Glycols — Ethanolamines  
Dyes — Chemicals — Extracts  
Greases — Residues  
Bichromates — Oils — Waxes  
By-Products — Wastes

CHEMICAL SERVICE CORP.  
80-02 Beaver St., New York 5, N.Y.

## Situations Wanted

### Tanner or Brokerage Man

YOUNG MAN with many years of technical experience and willing to invest is interested to associate with existing tannery or brokerage house.

Address A-1,  
c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Rapid-Tannage

EXPERIENCED tanner-chemist, specialist of the ultra-rapid vegetable tannage—heavy and light sole, bag, case, furnishing, automobile, strap, belting leathers a.o. Manager of big factories abroad where introduced own rapid tanning method. High quality used by fabricators of leather. Desired suitable position. Address A-2, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Salesman

WEST COAST SALESMAN representing high grade finished-leather manufacturer serving jobbers and manufacturers desires additional line of leather or kindred item used by fabricators of leather. Address M-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Making Room Foreman

OF LONG AND WIDE experience seeks new connection. Top references from best concerns.

Address X-8,  
c/o Leather and Shoes,  
10 High Street,  
Boston 10, Mass.

### Lasting Room Foreman

OF OUTSTANDING ABILITY available. Wide experience. Can give very best references. If you want superior workmanship, write this man at

X-9,  
c/o Leather and Shoes,  
10 High St., Boston 10, Mass.

**WINDRAM**  
**Quality**  
COMBINING — ELASTICIZING  
PLASTICS  
BACKING CLOTH  
  
WINDRAM  
MANUFACTURING COMPANY  
Established 1867  
3 Dorchester St., So. Boston, Mass.

## Coming Events

Jan. 8-12, 1951—Warm Weather Opening, Guild of Better Shoe Mfrs., Member Firms' Own Showrooms, New York.

Jan. 13, 1951—7th Annual Banquet of New England Shoe Foremen and Superintendents' Association, Inc., Hotel Statler, Boston.

Jan. 13-17, 1951—37th annual MASRA Convention and Mid-Atlantic Shoe Show. Sponsored jointly by Middle Atlantic Shoe Travelers Assn. and Middle Atlantic Retailers Assn. The Benjamin Franklin, Philadelphia.

Jan. 17, 1951—Spring Shoe Show, West Coast Travelers' Associates, Alexandria Hotel and Haas Building, Los Angeles.

Jan. 20, 1951—Annual Banquet of New York Shoe Superintendents' and Foremen's Association, Hotel Granada.

March 6-7, 1951—Fall Leather Show, Sponsored by Tanners' Council of America, Inc. The Waldorf-Astoria, New York City.

March 4-7, 1951—Semi-Annual Allied Shoe Products and Style Exhibit for Fall, Hotel Belmont-Palace, New York.

April 15-18, 1951—Fifth Annual Fall Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Hotel Statler and other leading St. Louis hotels.

April 21-25, 1951—Southeastern Shoe Travelers' Show, Biltmore Hotel, Atlanta.

April 30-May 2, 1951—Spring Meeting, Tanners' Council of America, Inc. Castle Harbour Hotel, Bermuda.

May 6-9, 1951—Fall Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Texas.

May 6-10, 1951—Popular Price Shoe Show of America showing for Fall 1951. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

June 11-14, 1951—1951 annual meeting of American Leather Chemists Association. Hotel Griswold, Groton, Conn.

Aug. 21-22, 1951—Official Opening of American Leathers for Spring and Summer 1952. Sponsored by Tanners' Council of America, The Waldorf-Astoria, New York City.

Oct. 29-Nov. 1, 1951—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

## Deaths

### Edward A. Keith

... 74, *retired shoe executive*, died Dec. 27 in a Boston hospital. Before his retirement, he was manager of the foreign department of Geo. E. Keith Co., Brockton shoe manufacturer. A graduate of Amherst in 1896, he served as alderman in Brockton and was active in civic and welfare organizations. He was also president of the Campello Cooperative Bank since 1938 and a director of the YMCA. He was a 32nd degree Mason. Survivors include his wife, Grace; two sons, E. Gordon and Stanley B.; and six grandchildren.

### Earl Glaeseman

... 44, *shoe foreman*, died suddenly on Dec. 22. He was foreman of the cutting room at Samuels Shoe Co., St. Louis. He leaves his wife, Mabel; a son, Paul; and a daughter, Sandra.

### George M. Noettling

... 60, *leather executive*, died recently of a heart ailment in Evanston Hospital, Evanston, Ill. He was owner of the Mechanical Leather Co. in Evanston. He leaves his wife, Henrietta; a brother, Frank; and two sisters, Mrs. Frank Freeman and Mrs. Fred Fenske.

### Carmine W. Perrone

... 42, *sales representative*, died suddenly Christmas Day as the result of a heart attack. He was a well-known member of the sales department in the New York office of the United Shoe Machinery Corporation. Prior to joining the United's New York office in 1937, he was associated for eight years with Grossman Shoes, Inc., Brooklyn, N. Y.

## Advertisers Index

Ajax Machine Co.	33
Amalgamated Leather Cos., Inc.	27
American Extract Co.	26
Armour Leather Co.	20
Barbour Weltling Co.	23
Boston Machine Works Co.	19
Bremer, N., & Co., Inc.	22
Carr Leather Co.	20
Chemical Service Corp.	33
Clinton Foods, Inc.	25
Compo Shoe Mchly. Corp.	15
Crompton-Richmond Co., Inc.	18
Davis Leather, Inc.	34
Dewey & Almy Chemical Co.	Front Cover
Dow Chemical Co.	5
Eagle-Ottawa Leather Co.	15
Gaywood Mfg. Co.	29
Gebhardt, A. L., Co.	22
Geilich Leather Co.	32
Goodrich, B. F., Chem. Co.	11
Greenebaum, J., Tanning Co.	32
Hadley-Bros.-Uhl Co.	28
Howes Leather Co.	2
Independent Die & Supply Co.	17
Knox, Jos. E., Co., Inc.	14
Korn Leather Co.	17
Lesmarc & Co.	25
Limon, Geo., Tanning Co., Inc.	23
Lincoln L. H., & Son, Inc.	24
Lynn Innersole Co.	28 and Back Cover
McAdoo & Allen Weltling Co.	17
Ohio Leather Co.	21
Ross, A. H., & Sons Co.	21
Rotary Machine Co., Inc.	29
Safety Box Toe Co.	16
Standard Embossing Plate Mfg. Co.	25
Stern Can Co., Inc.	22
Surpass Leather Co.	23
Thiele Tanning Co.	32
United Shoe Machinery Corp.	8, 9 and 35
Van Horne-Kaestner Lea. Co.	29
Windram Mfg. Co.	33
Winslow Bros. & Smith Co.	32

# DAVIS LEATHER INC.

TWO PARK AVENUE, NEW YORK 16, NEW YORK

R. E. Brea—Manager

Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade  
in an extensive range (162 shades) of Ultra High Style Colors.

### BABY CALF LEATHERS

BOSTON—Bergman & Brookhouse, 112 Beach St.  
ST. LOUIS—Geo. J. Bucher, 1802 Locust St.  
MILWAUKEE—H. I. Stewart, 918 North 4th St.  
SOUTHWESTERN STATES—O. B. Dahm Co.,  
1602 Locust St., St. Louis, Mo.

ENGLAND—Davis Canadian Leathers Ltd., 3 Granby St., Leicester

### DOMINION CALF LEATHERS

CINCINNATI—J. R. Kueven, 626 Broadway.  
CALIFORNIA—A. J. & J. R. Cook Co.  
LOS ANGELES—1220 Maple Ave.  
SAN FRANCISCO—237 Eighth St.

TANNERY—DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA



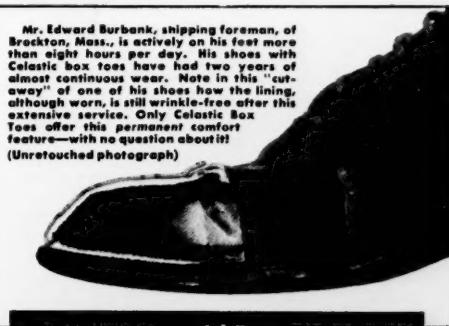
## SHIPPING is hard on the feet too!

(but Celastic\* gives wrinkle-free comfort  
in heavy service)

Everyone knows that a busy shipping department foreman is on the go most of the day. People who make a living on their feet need the maximum comfort that the Celastic box toe provides day in and day out — for the wear life of the shoe.

Celastic eliminates the major cause of discomfort in the toe area — wrinkled or loose linings. It is accomplished by a unique fusion process whereby lining, box toe and doubler become one, locked-tight union. Specify Celastic in the shoes you make — get the repeat business that comfort assures.

Mr. Edward Burbank, shipping foreman, of Brockton, Mass., is actively on his feet more than eight hours per day. His shoes with Celastic box toes have had two years of almost continuous wear. Note in this "cut-away" of one of his shoes how the lining, although worn, is still wrinkle-free after this extensive service. Only Celastic Box Toes offer this permanent comfort feature—with no question about it! (Unretouched photograph)



UNITED SHOE MACHINERY CORPORATION  
BOSTON, MASSACHUSETTS

\*"CELASTIC" is a registered trademark of the Celastic Corporation



Manufacturers and Distributors of the largest diversified line of Innersoling in America. Our famous "Lynflex" line for better grade shoes is the ultimate in Saturated Innersoling, featuring Flexibility and Comfort.

Our "Lynco" line is equally desired where medium and low priced shoes are produced.

Our combinations of Innersoles and Platforms are processed in whatever type construction required to meet the style trend. Easy to work. Let us solve your problems in this field.

"Wedgies," of compressed fibre, our newest item, is comparable in quality and design to our other famous, long sought products.

# LYNN INNERSOLES PLATFORMS, WEDGES

LYNN INNERSOLE CO., 119 BRAINTREE ST., ALLSTON, MASS.

REPRESENTATIVES: Los Angeles—Leo Laskey; St. Louis—Eli "Pete" Schwartz; New York—Arthur V. Epstein; Pennsylvania—Thos. Carfagno; New England—Elmer Claff, Frank Deastlov, Hy Feldman, Lou Ravich, Phil Sneider. Milwaukee and Chicago—Phil J. Ott, Jim Ott.